



Year In Review 2025

Essex County Market Report

COMPASS

Essex County Overview

Year-To-Date Sales

6,381

-3.1% Year-To-Date
-20.9% Quarter-Over-Quarter

Year-To-Date Contracts

6,575

-1.6% Year-To-Date
-10.6% Quarter-Over-Quarter

Single-Family
Average Sale Price

\$970K

6.9% Year-To-Date
-4.7% Quarter-Over-Quarter

Average Days On Market

31

-3.1% Year-To-Date
12.5% Quarter-Over-Quarter

Condo/Co-op/Townhouse
Average Sale Price

\$490K

3.3% Year-To-Date
0.9% Quarter-Over-Quarter

Active Listings

731

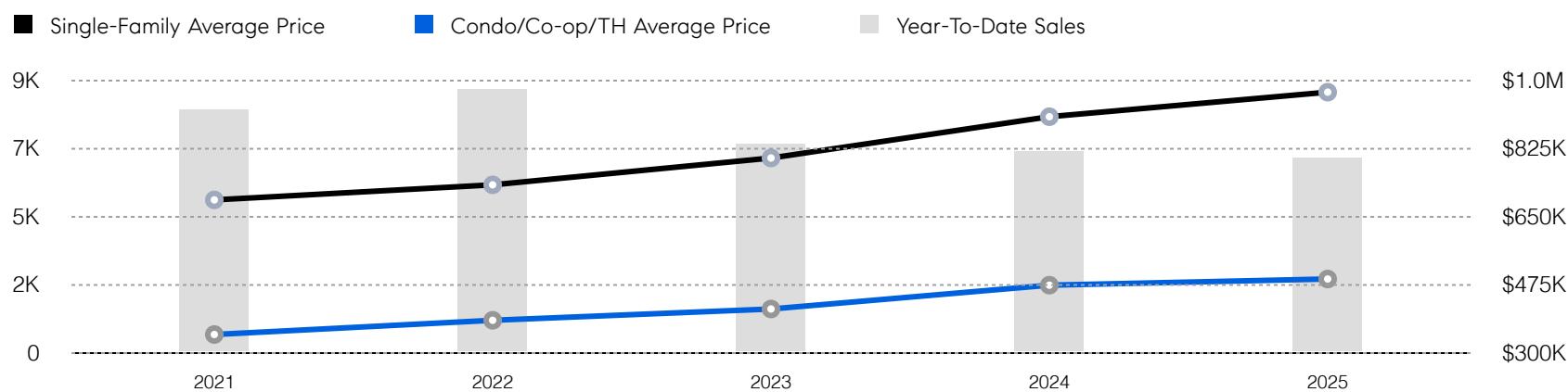
-33.3% Year-Over-Year
-53.1% Quarter-Over-Quarter



Essex County Overview

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	5,264	5,243	-0.4%	1,113	1,188	6.7%
	ACTIVE LISTINGS	879	583	-33.7%	879	583	-33.7%
	# OF SALES	5,189	5,080	-2.1%	1,278	1,221	-4.5%
	SALES VOLUME	\$4,707,928,999	\$4,929,340,655	4.7%	\$1,128,321,544	\$1,158,192,524	2.6%
	MEDIAN PRICE	\$711,000	\$761,000	7.0%	\$674,450	\$742,000	10.0%
	AVERAGE PRICE	\$907,290	\$970,343	6.9%	\$882,881	\$948,561	7.4%
	AVERAGE DOM	30	31	3.3%	33	30	-9.1%
Condo/Co-op/TH	CONTRACTS SIGNED	1,416	1,332	-5.9%	337	299	-11.3%
	ACTIVE LISTINGS	217	148	-31.8%	217	148	-31.8%
	# OF SALES	1,399	1,301	-7.0%	391	307	-21.5%
	SALES VOLUME	\$663,773,673	\$637,886,548	-3.9%	\$182,370,662	\$151,313,592	-17.0%
	MEDIAN PRICE	\$415,000	\$420,000	1.2%	\$420,000	\$440,000	4.8%
	AVERAGE PRICE	\$474,463	\$490,305	3.3%	\$466,421	\$492,878	5.7%
	AVERAGE DOM	31	35	12.9%	31	36	16.1%

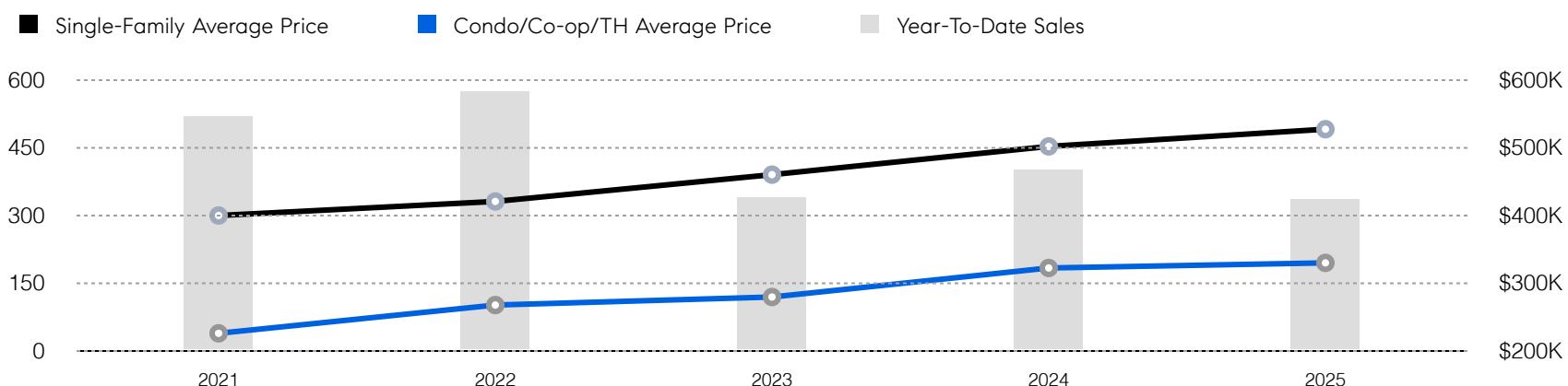
Historic Sales Trends



Belleville

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	237	247	4.2%	55	62	12.7%
	ACTIVE LISTINGS	51	31	-39.2%	51	31	-39.2%
	# OF SALES	242	232	-4.1%	74	46	-37.8%
	SALES VOLUME	\$121,520,648	\$122,392,206	0.7%	\$39,095,162	\$25,061,500	-35.9%
	MEDIAN PRICE	\$500,000	\$543,500	8.7%	\$534,900	\$565,000	5.6%
	AVERAGE PRICE	\$502,151	\$527,553	5.1%	\$528,313	\$544,815	3.1%
	AVERAGE DOM	30	32	6.7%	33	34	3.0%
Condo/Co-op/TH	CONTRACTS SIGNED	159	94	-40.9%	46	22	-52.2%
	ACTIVE LISTINGS	16	12	-25.0%	16	12	-25.0%
	# OF SALES	155	99	-36.1%	53	17	-67.9%
	SALES VOLUME	\$50,003,000	\$32,682,500	-34.6%	\$18,202,000	\$5,953,000	-67.3%
	MEDIAN PRICE	\$310,000	\$320,000	3.2%	\$335,000	\$339,000	1.2%
	AVERAGE PRICE	\$322,600	\$330,126	2.3%	\$343,434	\$350,176	2.0%
	AVERAGE DOM	35	41	17.1%	34	61	79.4%

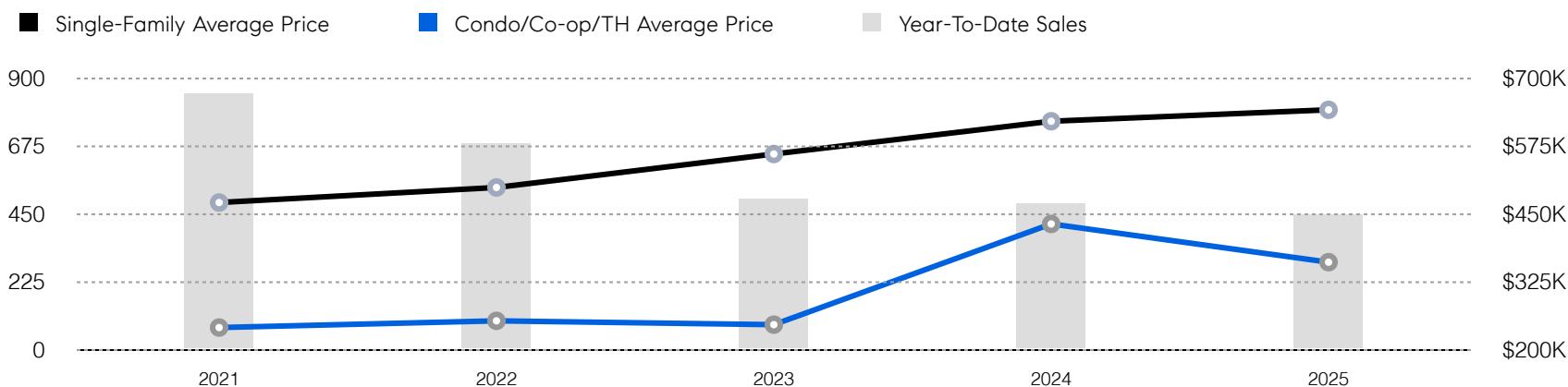
Historic Sales Trends



Bloomfield

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	386	395	2.3%	74	97	31.1%
	ACTIVE LISTINGS	51	35	-31.4%	51	35	-31.4%
	# OF SALES	400	384	-4.0%	91	89	-2.2%
	SALES VOLUME	\$248,520,952	\$246,666,610	-0.7%	\$55,494,372	\$55,948,560	0.8%
	MEDIAN PRICE	\$613,500	\$628,000	2.4%	\$590,123	\$615,000	4.2%
	AVERAGE PRICE	\$621,302	\$642,361	3.4%	\$609,828	\$628,636	3.1%
	AVERAGE DOM	27	28	3.7%	31	32	3.2%
Condo/Co-op/TH	CONTRACTS SIGNED	75	58	-22.7%	13	16	23.1%
	ACTIVE LISTINGS	8	13	62.5%	8	13	62.5%
	# OF SALES	78	57	-26.9%	18	10	-44.4%
	SALES VOLUME	\$33,713,098	\$20,622,500	-38.8%	\$7,080,800	\$2,693,000	-62.0%
	MEDIAN PRICE	\$380,000	\$297,000	-21.8%	\$320,000	\$285,000	-10.9%
	AVERAGE PRICE	\$432,219	\$361,798	-16.3%	\$393,378	\$269,300	-31.5%
	AVERAGE DOM	36	39	8.3%	45	24	-46.7%

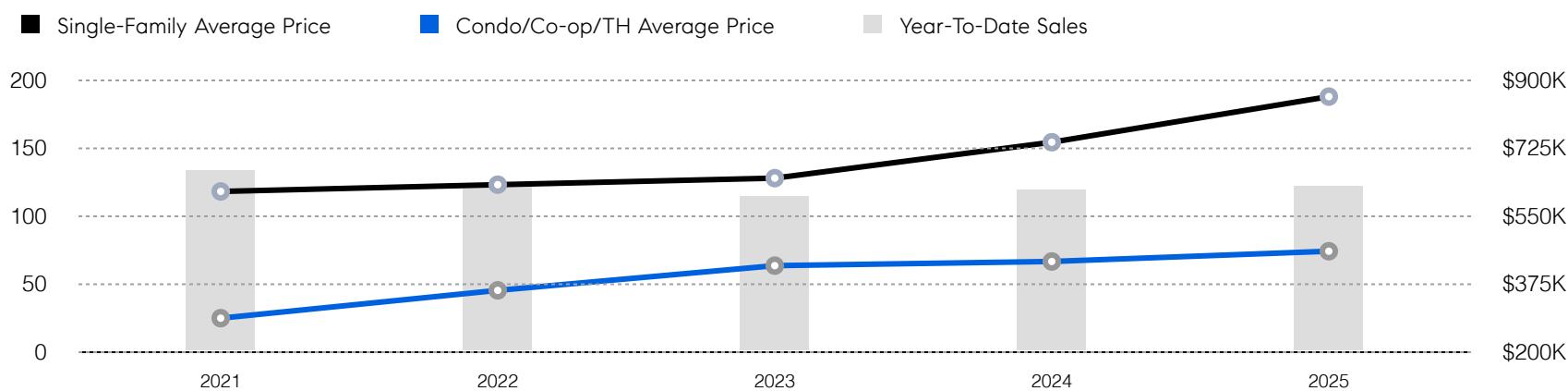
Historic Sales Trends



Caldwell

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	73	83	13.7%	18	14	-22.2%
	ACTIVE LISTINGS	11	3	-72.7%	11	3	-72.7%
	# OF SALES	73	79	8.2%	16	11	-31.2%
	SALES VOLUME	\$54,078,540	\$67,805,508	25.4%	\$10,941,500	\$7,237,000	-33.9%
	MEDIAN PRICE	\$720,000	\$760,000	5.6%	\$681,000	\$601,000	-11.7%
	AVERAGE PRICE	\$740,802	\$858,298	15.9%	\$683,844	\$657,909	-3.8%
	AVERAGE DOM	25	28	12.0%	22	21	-4.5%
Condo/Co-op/TH	CONTRACTS SIGNED	38	52	36.8%	7	18	157.1%
	ACTIVE LISTINGS	2	3	50.0%	2	3	50.0%
	# OF SALES	45	42	-6.7%	11	14	27.3%
	SALES VOLUME	\$19,511,944	\$19,321,499	-1.0%	\$4,570,000	\$6,268,999	37.2%
	MEDIAN PRICE	\$415,000	\$433,500	4.5%	\$415,000	\$465,000	12.0%
	AVERAGE PRICE	\$433,599	\$460,036	6.1%	\$415,455	\$447,786	7.8%
	AVERAGE DOM	25	24	-4.0%	18	33	83.3%

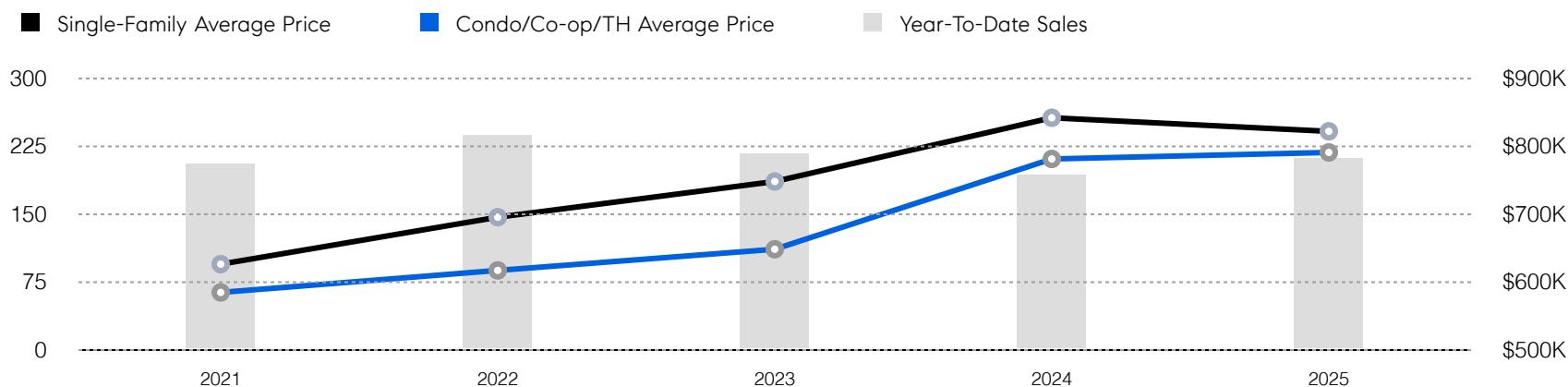
Historic Sales Trends



Cedar Grove

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	138	138	0.0%	35	20	-42.9%
	ACTIVE LISTINGS	16	13	-18.7%	16	13	-18.7%
	# OF SALES	134	140	4.5%	40	34	-15.0%
	SALES VOLUME	\$112,847,934	\$115,103,488	2.0%	\$32,048,000	\$26,430,000	-17.5%
	MEDIAN PRICE	\$755,000	\$730,000	-3.3%	\$732,500	\$715,000	-2.4%
	AVERAGE PRICE	\$842,149	\$822,168	-2.4%	\$801,200	\$777,353	-3.0%
	AVERAGE DOM	25	25	0.0%	25	29	16.0%
Condo/Co-op/TH	CONTRACTS SIGNED	50	75	50.0%	12	18	50.0%
	ACTIVE LISTINGS	4	2	-50.0%	4	2	-50.0%
	# OF SALES	57	70	22.8%	14	23	64.3%
	SALES VOLUME	\$44,545,098	\$55,375,776	24.3%	\$12,821,000	\$17,735,976	38.3%
	MEDIAN PRICE	\$734,500	\$762,000	3.7%	\$970,000	\$775,000	-20.1%
	AVERAGE PRICE	\$781,493	\$791,083	1.2%	\$915,786	\$771,129	-15.8%
	AVERAGE DOM	21	26	23.8%	25	35	40.0%

Historic Sales Trends



East Orange

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	286	269	-5.9%	62	68	9.7%
	ACTIVE LISTINGS	83	63	-24.1%	83	63	-24.1%
	# OF SALES	280	246	-12.1%	76	57	-25.0%
	SALES VOLUME	\$127,076,078	\$123,738,177	-2.6%	\$35,822,499	\$28,821,598	-19.5%
	MEDIAN PRICE	\$454,500	\$500,000	10.0%	\$475,000	\$515,000	8.4%
	AVERAGE PRICE	\$453,843	\$503,001	10.8%	\$471,349	\$505,642	7.3%
	AVERAGE DOM	40	44	10.0%	42	43	2.4%
Condo/Co-op/TH	CONTRACTS SIGNED	72	44	-38.9%	13	7	-46.2%
	ACTIVE LISTINGS	33	22	-33.3%	33	22	-33.3%
	# OF SALES	73	46	-37.0%	14	16	14.3%
	SALES VOLUME	\$16,262,640	\$9,874,148	-39.3%	\$3,837,800	\$3,607,500	-6.0%
	MEDIAN PRICE	\$200,000	\$202,500	1.3%	\$249,000	\$198,000	-20.5%
	AVERAGE PRICE	\$222,776	\$214,655	-3.6%	\$274,129	\$225,469	-17.8%
	AVERAGE DOM	43	77	79.1%	45	67	48.9%

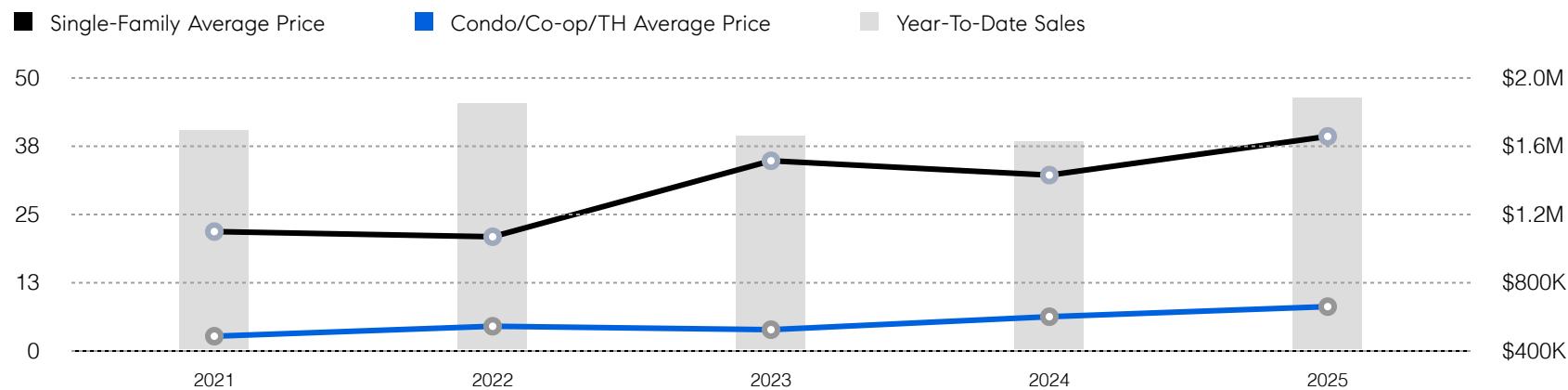
Historic Sales Trends



Essex Fells

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	34	50	47.1%	5	11	120.0%
	ACTIVE LISTINGS	15	7	-53.3%	15	7	-53.3%
	# OF SALES	36	44	22.2%	14	9	-35.7%
	SALES VOLUME	\$51,509,400	\$72,943,500	41.6%	\$17,153,400	\$14,130,000	-17.6%
	MEDIAN PRICE	\$1,310,000	\$1,533,750	17.1%	\$1,275,000	\$1,500,000	17.6%
	AVERAGE PRICE	\$1,430,817	\$1,657,807	15.9%	\$1,225,243	\$1,570,000	28.1%
	AVERAGE DOM	46	40	-13.0%	25	30	20.0%
Condo/Co-op/TH	CONTRACTS SIGNED	2	2	0.0%	0	0	0.0%
	ACTIVE LISTINGS	0	0	0.0%	0	0	0.0%
	# OF SALES	2	2	0.0%	0	0	0.0%
	SALES VOLUME	\$1,202,000	\$1,320,000	9.8%	-	-	-
	MEDIAN PRICE	\$601,000	\$660,000	9.8%	-	-	-
	AVERAGE PRICE	\$601,000	\$660,000	9.8%	-	-	-
	AVERAGE DOM	12	8	-33.3%	-	-	-

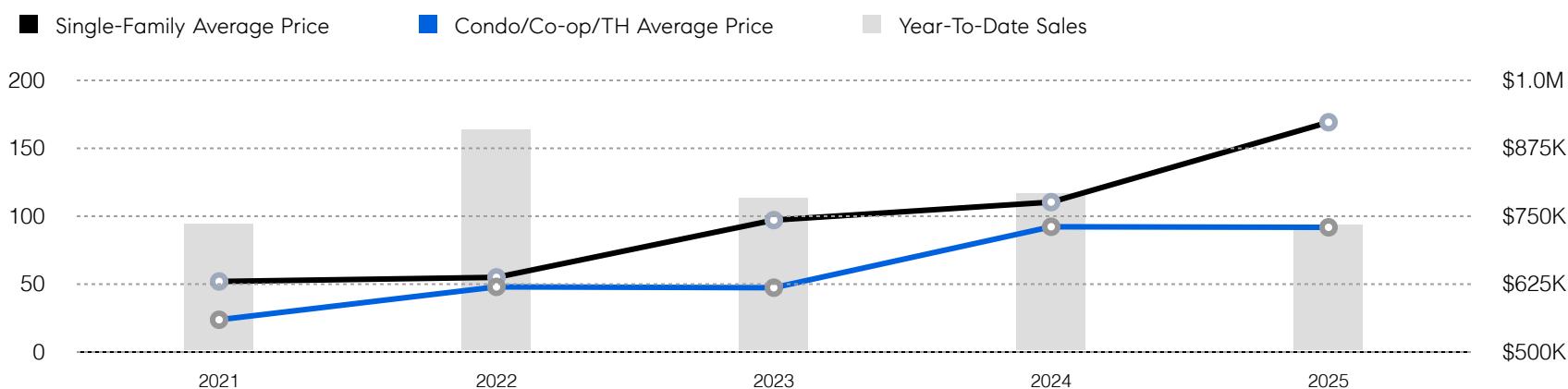
Historic Sales Trends



Fairfield

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	100	86	-14.0%	18	10	-44.4%
	ACTIVE LISTINGS	8	6	-25.0%	8	6	-25.0%
	# OF SALES	106	81	-23.6%	26	17	-34.6%
	SALES VOLUME	\$82,250,700	\$74,758,200	-9.1%	\$19,245,700	\$16,852,800	-12.4%
	MEDIAN PRICE	\$729,000	\$875,000	20.0%	\$712,500	\$899,900	26.3%
	AVERAGE PRICE	\$775,950	\$922,941	18.9%	\$740,219	\$991,341	33.9%
	AVERAGE DOM	30	25	-16.7%	28	28	0.0%
Condo/Co-op/TH	CONTRACTS SIGNED	9	11	22.2%	0	0	0.0%
	ACTIVE LISTINGS	0	0	0.0%	0	0	0.0%
	# OF SALES	9	11	22.2%	1	3	200.0%
	SALES VOLUME	\$6,575,000	\$8,025,000	22.1%	\$805,000	\$1,940,000	141.0%
	MEDIAN PRICE	\$625,000	\$735,000	17.6%	\$805,000	\$532,500	-33.9%
	AVERAGE PRICE	\$730,556	\$729,545	-0.1%	\$805,000	\$646,667	-19.7%
	AVERAGE DOM	50	27	-46.0%	130	36	-72.3%

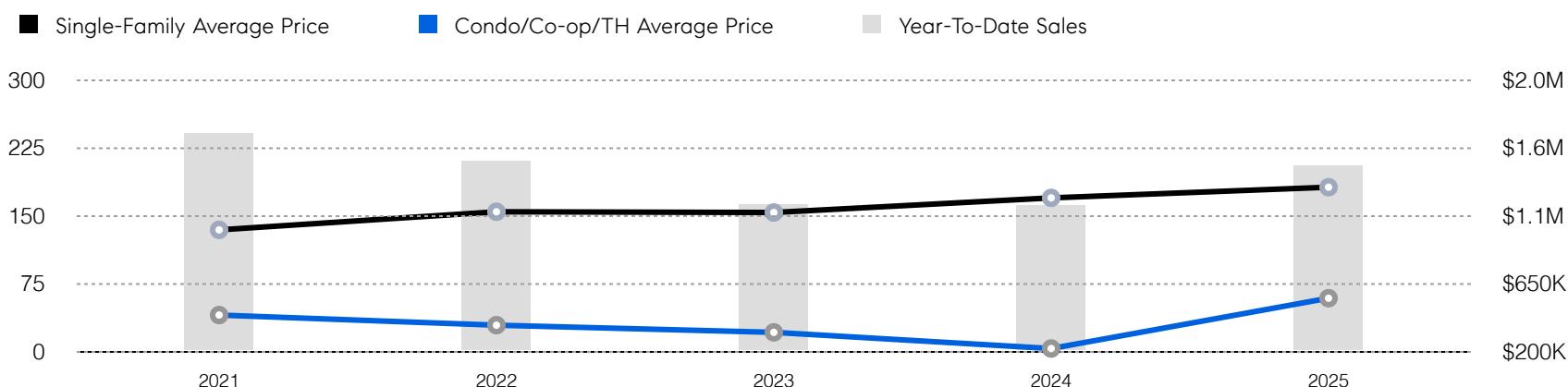
Historic Sales Trends



Glen Ridge

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	136	171	25.7%	26	26	0.0%
	ACTIVE LISTINGS	13	1	-92.3%	13	1	-92.3%
	# OF SALES	137	175	27.7%	22	33	50.0%
	SALES VOLUME	\$167,266,330	\$226,051,142	35.1%	\$27,544,800	\$45,090,000	63.7%
	MEDIAN PRICE	\$1,100,000	\$1,234,000	12.2%	\$1,225,000	\$1,275,000	4.1%
	AVERAGE PRICE	\$1,220,922	\$1,291,721	5.8%	\$1,252,036	\$1,366,364	9.1%
	AVERAGE DOM	17	20	17.6%	16	20	25.0%
Condo/Co-op/TH	CONTRACTS SIGNED	26	29	11.5%	4	4	0.0%
	ACTIVE LISTINGS	3	2	-33.3%	3	2	-33.3%
	# OF SALES	23	29	26.1%	4	3	-25.0%
	SALES VOLUME	\$5,112,900	\$16,122,000	215.3%	\$1,062,000	\$2,010,000	89.3%
	MEDIAN PRICE	\$190,000	\$359,000	88.9%	\$265,500	\$905,000	240.9%
	AVERAGE PRICE	\$222,300	\$555,931	150.1%	\$265,500	\$670,000	152.4%
	AVERAGE DOM	39	20	-48.7%	29	14	-51.7%

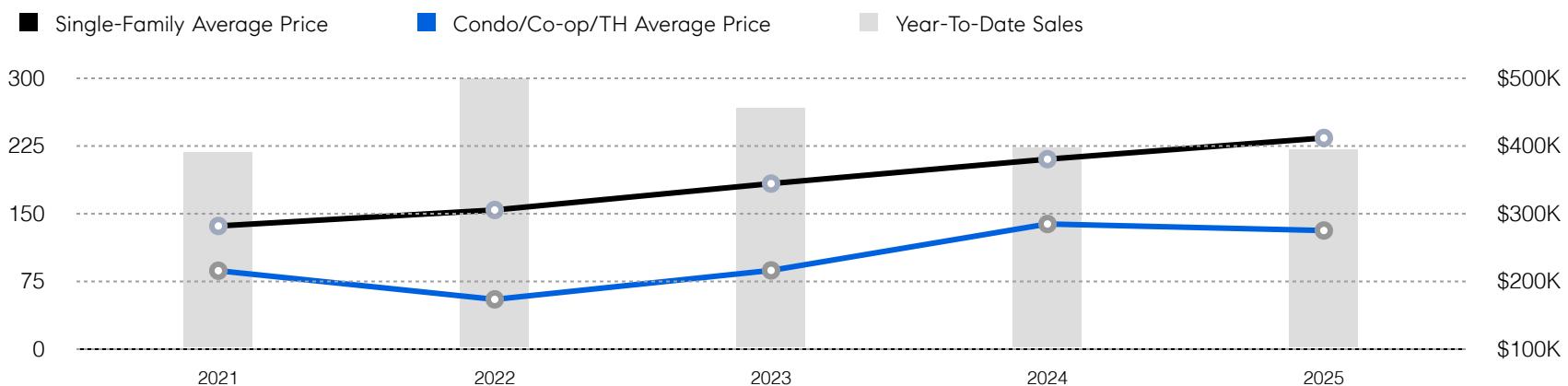
Historic Sales Trends



Irvington

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	214	229	7.0%	53	75	41.5%
	ACTIVE LISTINGS	81	55	-32.1%	81	55	-32.1%
	# OF SALES	207	209	1.0%	46	58	26.1%
	SALES VOLUME	\$78,774,949	\$86,086,600	9.3%	\$18,355,995	\$25,048,750	36.5%
	MEDIAN PRICE	\$390,000	\$400,000	2.6%	\$407,000	\$435,000	6.9%
	AVERAGE PRICE	\$380,555	\$411,898	8.2%	\$399,043	\$431,875	8.2%
	AVERAGE DOM	49	51	4.1%	40	38	-5.0%
Condo/Co-op/TH	CONTRACTS SIGNED	13	11	-15.4%	4	4	0.0%
	ACTIVE LISTINGS	2	3	50.0%	2	3	50.0%
	# OF SALES	14	10	-28.6%	6	0	0.0%
	SALES VOLUME	\$3,987,776	\$2,752,000	-31.0%	\$1,816,000	-	-
	MEDIAN PRICE	\$263,500	\$280,000	6.3%	\$305,000	-	-
	AVERAGE PRICE	\$284,841	\$275,200	-3.4%	\$302,667	-	-
	AVERAGE DOM	28	28	0.0%	23	-	-

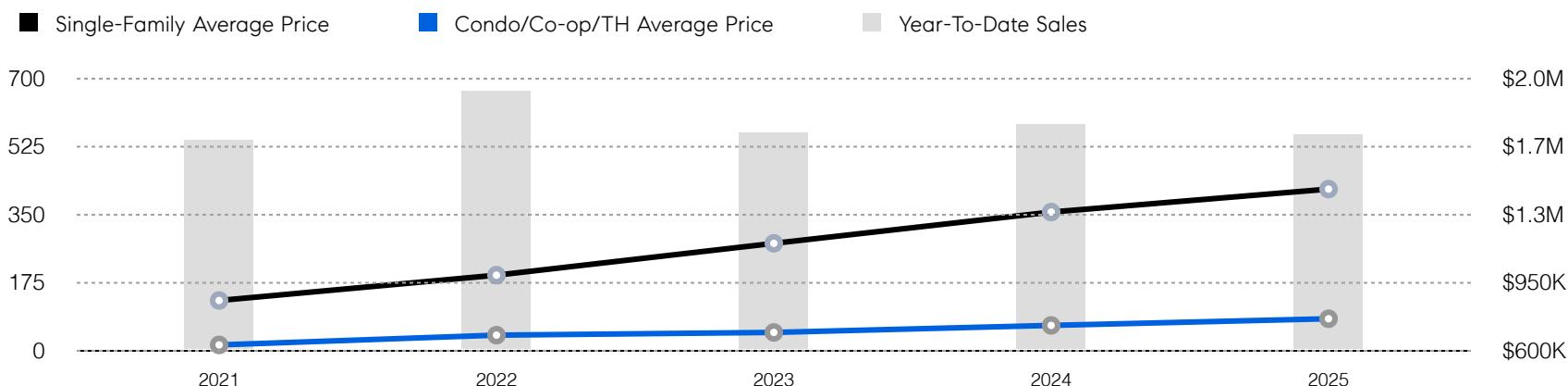
Historic Sales Trends



Livingston

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	518	489	-5.6%	114	107	-6.1%
	ACTIVE LISTINGS	76	46	-39.5%	76	46	-39.5%
	# OF SALES	508	481	-5.3%	114	106	-7.0%
	SALES VOLUME	\$667,414,778	\$688,793,319	3.2%	\$156,416,400	\$149,141,100	-4.7%
	MEDIAN PRICE	\$1,215,000	\$1,325,000	9.1%	\$1,310,000	\$1,312,500	0.2%
	AVERAGE PRICE	\$1,313,809	\$1,432,003	9.0%	\$1,372,074	\$1,406,992	2.5%
	AVERAGE DOM	26	31	19.2%	26	37	42.3%
Condo/Co-op/TH	CONTRACTS SIGNED	70	69	-1.4%	17	9	-47.1%
	ACTIVE LISTINGS	17	3	-82.4%	17	3	-82.4%
	# OF SALES	70	70	0.0%	17	11	-35.3%
	SALES VOLUME	\$51,153,000	\$53,546,900	4.7%	\$12,935,000	\$8,751,000	-32.3%
	MEDIAN PRICE	\$740,000	\$799,500	8.0%	\$742,000	\$715,000	-3.6%
	AVERAGE PRICE	\$730,757	\$764,956	4.7%	\$760,882	\$795,545	4.6%
	AVERAGE DOM	31	33	6.5%	28	34	21.4%

Historic Sales Trends



Maplewood

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	284	278	-2.1%	51	56	9.8%
	ACTIVE LISTINGS	14	18	28.6%	14	18	28.6%
	# OF SALES	286	279	-2.4%	58	69	19.0%
	SALES VOLUME	\$278,746,518	\$288,318,541	3.4%	\$57,127,282	\$66,915,900	17.1%
	MEDIAN PRICE	\$950,000	\$987,000	3.9%	\$935,000	\$862,000	-7.8%
	AVERAGE PRICE	\$974,638	\$1,033,400	6.0%	\$984,953	\$969,796	-1.5%
	AVERAGE DOM	25	20	-20.0%	31	27	-12.9%
Condo/Co-op/TH	CONTRACTS SIGNED	42	25	-40.5%	15	6	-60.0%
	ACTIVE LISTINGS	6	3	-50.0%	6	3	-50.0%
	# OF SALES	37	31	-16.2%	11	10	-9.1%
	SALES VOLUME	\$15,125,030	\$12,178,550	-19.5%	\$5,804,000	\$4,148,900	-28.5%
	MEDIAN PRICE	\$355,000	\$332,000	-6.5%	\$420,000	\$355,950	-15.2%
	AVERAGE PRICE	\$408,785	\$392,856	-3.9%	\$527,636	\$414,890	-21.4%
	AVERAGE DOM	28	39	39.3%	20	36	80.0%

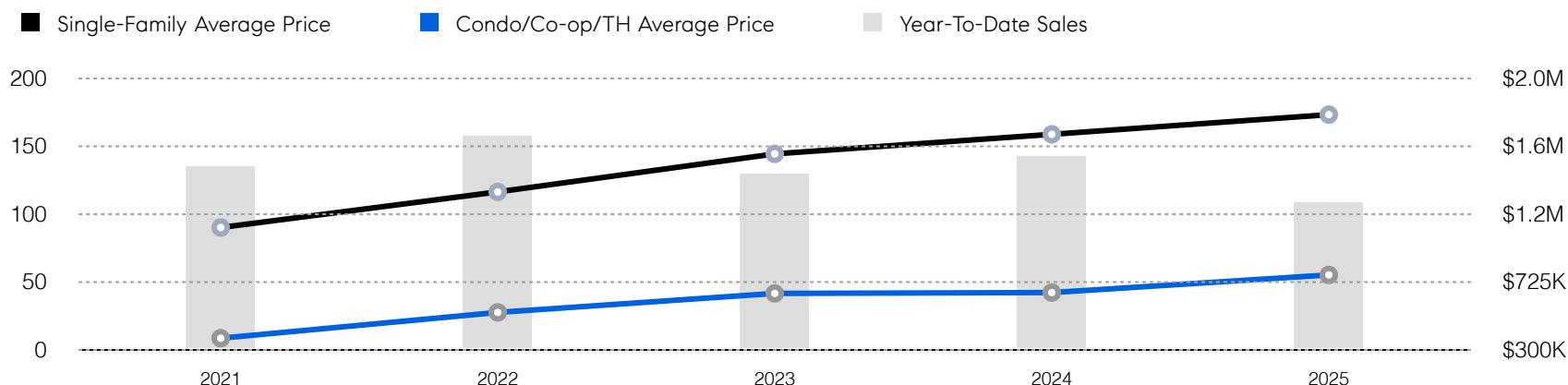
Historic Sales Trends



Millburn

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	120	85	-29.2%	12	10	-16.7%
	ACTIVE LISTINGS	12	9	-25.0%	12	9	-25.0%
	# OF SALES	119	87	-26.9%	20	16	-20.0%
	SALES VOLUME	\$196,395,815	\$154,287,799	-21.4%	\$34,074,495	\$27,853,800	-18.3%
	MEDIAN PRICE	\$1,450,000	\$1,630,000	12.4%	\$1,314,125	\$1,737,500	32.2%
	AVERAGE PRICE	\$1,650,385	\$1,773,423	7.5%	\$1,703,725	\$1,740,863	2.2%
	AVERAGE DOM	24	24	0.0%	36	25	-30.6%
Condo/Co-op/TH	CONTRACTS SIGNED	24	16	-33.3%	6	3	-50.0%
	ACTIVE LISTINGS	2	1	-50.0%	2	1	-50.0%
	# OF SALES	22	20	-9.1%	7	5	-28.6%
	SALES VOLUME	\$14,501,000	\$15,392,000	6.1%	\$3,900,000	\$3,935,000	0.9%
	MEDIAN PRICE	\$470,000	\$855,000	81.9%	\$480,000	\$999,000	108.1%
	AVERAGE PRICE	\$659,136	\$769,600	16.8%	\$557,143	\$787,000	41.3%
	AVERAGE DOM	19	40	110.5%	16	64	300.0%

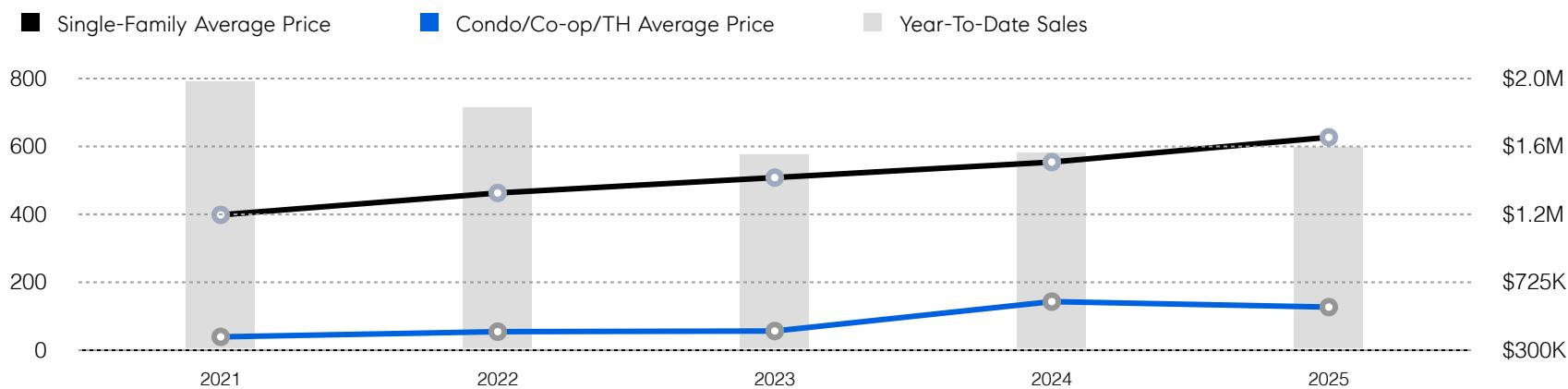
Historic Sales Trends



Montclair

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	472	464	-1.7%	92	88	-4.3%
	ACTIVE LISTINGS	35	23	-34.3%	35	23	-34.3%
	# OF SALES	468	462	-1.3%	117	105	-10.3%
	SALES VOLUME	\$691,289,852	\$754,136,850	9.1%	\$165,519,846	\$169,171,398	2.2%
	MEDIAN PRICE	\$1,406,000	\$1,552,000	10.4%	\$1,350,000	\$1,651,000	22.3%
	AVERAGE PRICE	\$1,477,115	\$1,632,331	10.5%	\$1,414,700	\$1,611,156	13.9%
	AVERAGE DOM	21	19	-9.5%	24	17	-29.2%
Condo/Co-op/TH	CONTRACTS SIGNED	109	131	20.2%	27	28	3.7%
	ACTIVE LISTINGS	3	5	66.7%	3	5	66.7%
	# OF SALES	108	130	20.4%	29	34	17.2%
	SALES VOLUME	\$65,230,368	\$74,063,856	13.5%	\$14,569,000	\$21,794,000	49.6%
	MEDIAN PRICE	\$528,000	\$517,900	-1.9%	\$441,000	\$583,500	32.3%
	AVERAGE PRICE	\$603,985	\$569,722	-5.7%	\$502,379	\$641,000	27.6%
	AVERAGE DOM	21	21	0.0%	17	20	17.6%

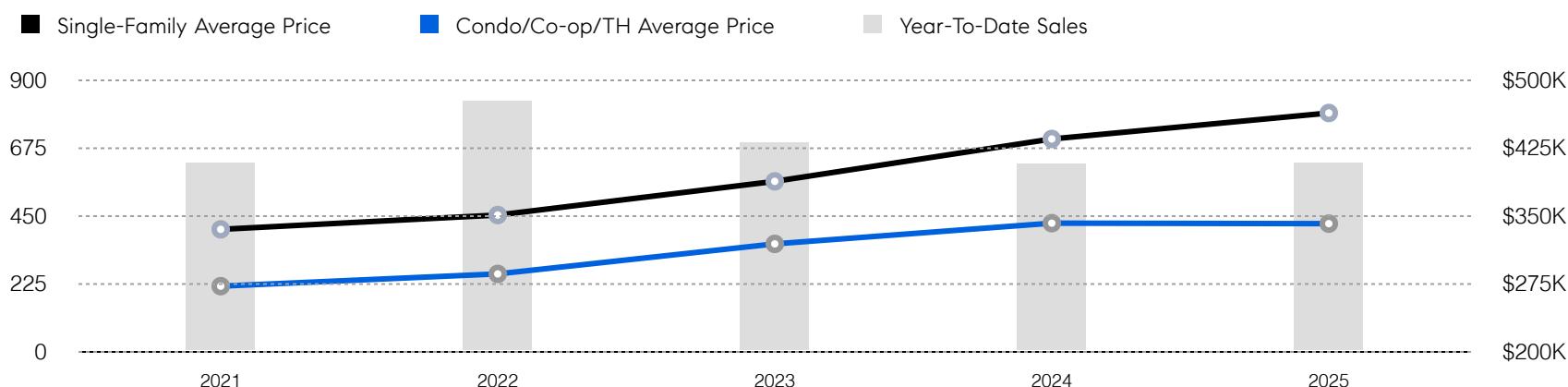
Historic Sales Trends



Newark

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	506	484	-4.3%	110	120	9.1%
	ACTIVE LISTINGS	158	117	-25.9%	158	117	-25.9%
	# OF SALES	462	441	-4.5%	140	130	-7.1%
	SALES VOLUME	\$201,081,300	\$204,596,356	1.7%	\$61,448,902	\$56,444,056	-8.1%
	MEDIAN PRICE	\$420,500	\$440,000	4.6%	\$440,000	\$432,000	-1.8%
	AVERAGE PRICE	\$435,241	\$463,937	6.6%	\$438,921	\$434,185	-1.1%
	AVERAGE DOM	43	49	14.0%	46	44	-4.3%
Condo/Co-op/TH	CONTRACTS SIGNED	167	190	13.8%	43	51	18.6%
	ACTIVE LISTINGS	46	34	-26.1%	46	34	-26.1%
	# OF SALES	154	180	16.9%	46	44	-4.3%
	SALES VOLUME	\$52,703,120	\$61,505,450	16.7%	\$15,729,120	\$15,780,650	0.3%
	MEDIAN PRICE	\$335,000	\$340,000	1.5%	\$340,000	\$340,000	-
	AVERAGE PRICE	\$342,228	\$341,697	-0.2%	\$341,937	\$358,651	4.9%
	AVERAGE DOM	51	40	-21.6%	50	40	-20.0%

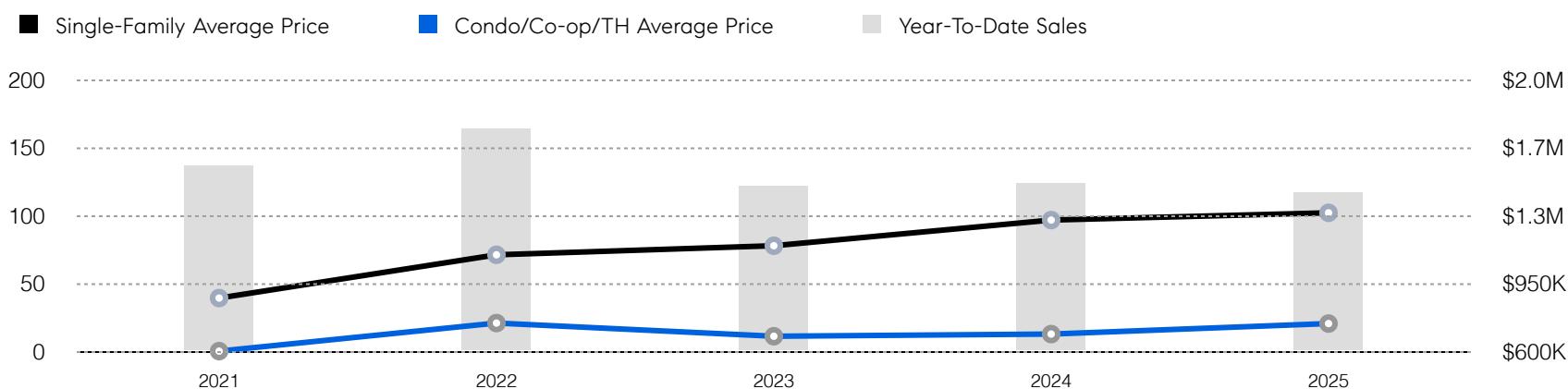
Historic Sales Trends



North Caldwell

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	113	108	-4.4%	28	25	-10.7%
	ACTIVE LISTINGS	23	8	-65.2%	23	8	-65.2%
	# OF SALES	109	104	-4.6%	31	23	-25.8%
	SALES VOLUME	\$139,532,380	\$137,022,018	-1.8%	\$38,239,900	\$35,801,000	-6.4%
	MEDIAN PRICE	\$1,100,000	\$1,227,500	11.6%	\$1,050,000	\$1,320,000	25.7%
	AVERAGE PRICE	\$1,280,114	\$1,317,519	2.9%	\$1,233,545	\$1,556,565	26.2%
	AVERAGE DOM	34	26	-23.5%	39	30	-23.1%
Condo/Co-op/TH	CONTRACTS SIGNED	16	11	-31.2%	2	2	0.0%
	ACTIVE LISTINGS	1	0	0.0%	1	0	0.0%
	# OF SALES	14	12	-14.3%	0	1	0.0%
	SALES VOLUME	\$9,696,800	\$8,960,999	-7.6%	-	\$599,999	-
	MEDIAN PRICE	\$699,950	\$721,500	3.1%	-	\$599,999	-
	AVERAGE PRICE	\$692,629	\$746,750	7.8%	-	\$599,999	-
	AVERAGE DOM	21	18	-14.3%	-	8	-

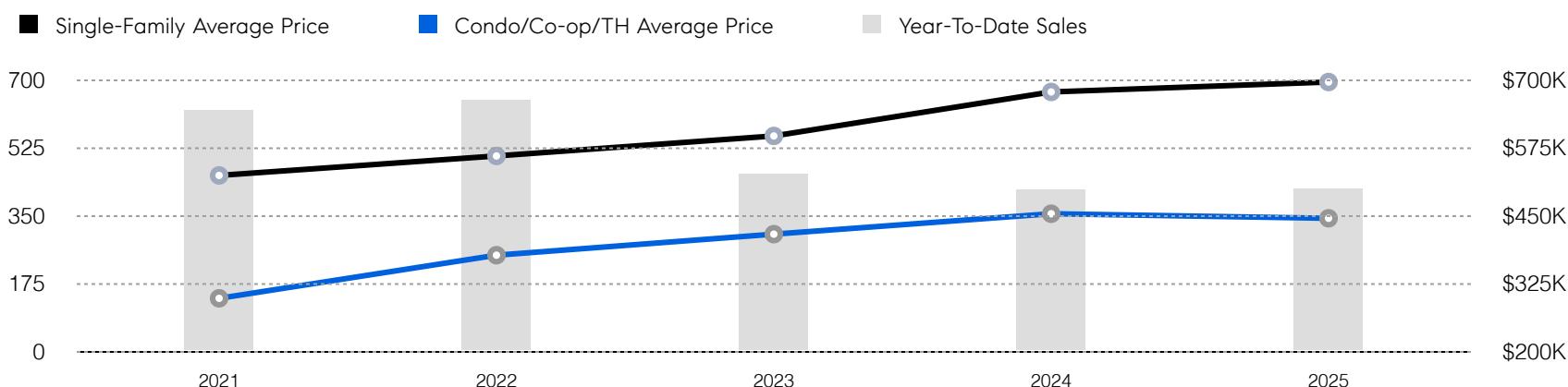
Historic Sales Trends



Nutley

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	310	325	4.8%	53	86	62.3%
	ACTIVE LISTINGS	41	22	-46.3%	41	22	-46.3%
	# OF SALES	318	297	-6.6%	77	70	-9.1%
	SALES VOLUME	\$215,814,796	\$206,981,481	-4.1%	\$51,962,500	\$49,317,547	-5.1%
	MEDIAN PRICE	\$665,000	\$659,900	-0.8%	\$645,000	\$656,000	1.7%
	AVERAGE PRICE	\$678,663	\$696,907	2.7%	\$674,838	\$704,536	4.4%
	AVERAGE DOM	24	31	29.2%	22	26	18.2%
Condo/Co-op/TH	CONTRACTS SIGNED	98	122	24.5%	27	26	-3.7%
	ACTIVE LISTINGS	12	9	-25.0%	12	9	-25.0%
	# OF SALES	96	119	24.0%	34	37	8.8%
	SALES VOLUME	\$43,623,142	\$53,072,886	21.7%	\$17,805,900	\$16,152,386	-9.3%
	MEDIAN PRICE	\$385,250	\$370,000	-4.0%	\$592,500	\$352,193	-40.6%
	AVERAGE PRICE	\$454,408	\$445,991	-1.9%	\$523,703	\$436,551	-16.6%
	AVERAGE DOM	23	31	34.8%	20	23	15.0%

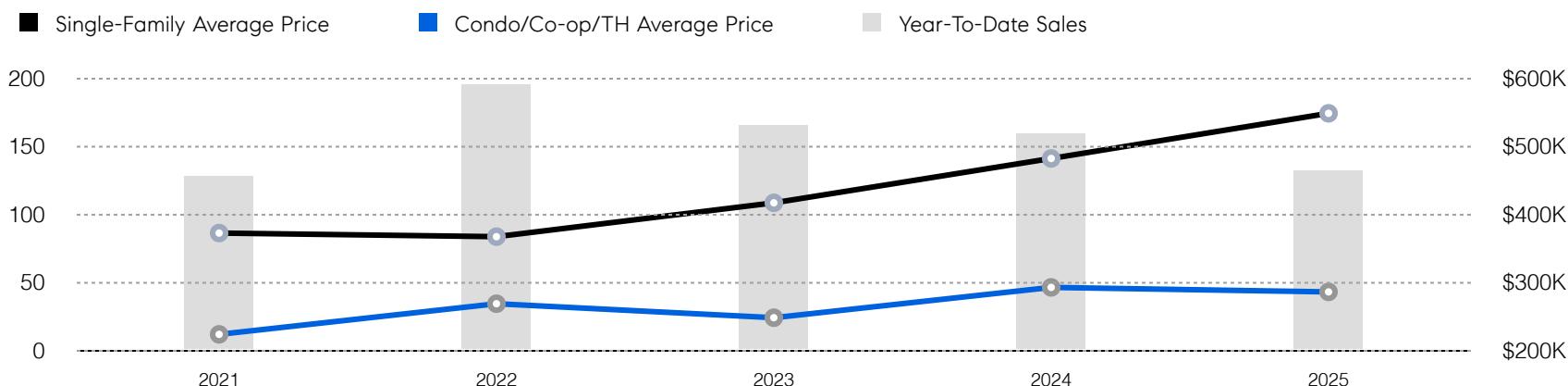
Historic Sales Trends



Orange

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	142	102	-28.2%	38	29	-23.7%
	ACTIVE LISTINGS	40	33	-17.5%	40	33	-17.5%
	# OF SALES	137	104	-24.1%	37	26	-29.7%
	SALES VOLUME	\$66,131,964	\$57,105,049	-13.6%	\$17,621,666	\$14,653,000	-16.8%
	MEDIAN PRICE	\$457,500	\$515,000	12.6%	\$415,000	\$562,500	35.5%
	AVERAGE PRICE	\$482,715	\$549,087	13.7%	\$476,261	\$563,577	18.3%
	AVERAGE DOM	48	49	2.1%	68	34	-50.0%
Condo/Co-op/TH	CONTRACTS SIGNED	23	28	21.7%	7	7	0.0%
	ACTIVE LISTINGS	7	1	-85.7%	7	1	-85.7%
	# OF SALES	21	27	28.6%	10	6	-40.0%
	SALES VOLUME	\$6,157,800	\$7,738,000	25.7%	\$2,809,000	\$1,934,000	-31.1%
	MEDIAN PRICE	\$280,000	\$310,000	10.7%	\$292,500	\$330,500	13.0%
	AVERAGE PRICE	\$293,229	\$286,593	-2.3%	\$280,900	\$322,333	14.8%
	AVERAGE DOM	35	52	48.6%	37	63	70.3%

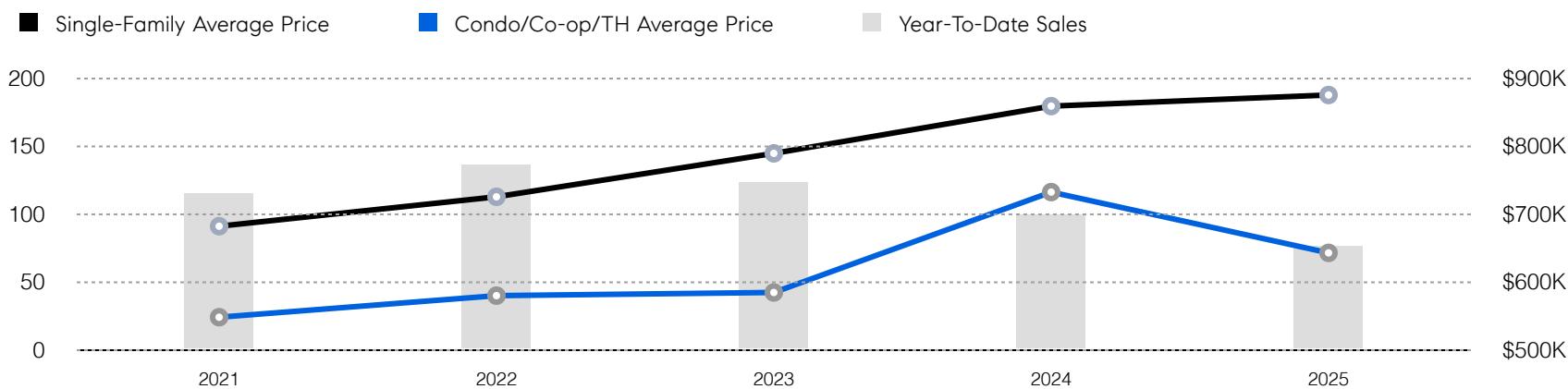
Historic Sales Trends



Roseland

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	70	48	-31.4%	10	16	60.0%
	ACTIVE LISTINGS	7	9	28.6%	7	9	28.6%
	# OF SALES	68	47	-30.9%	16	20	25.0%
	SALES VOLUME	\$58,437,786	\$41,159,999	-29.6%	\$14,345,800	\$17,886,000	24.7%
	MEDIAN PRICE	\$825,000	\$850,000	3.0%	\$910,000	\$870,000	-4.4%
	AVERAGE PRICE	\$859,379	\$875,745	1.9%	\$896,613	\$894,300	-0.3%
	AVERAGE DOM	32	34	6.3%	21	29	38.1%
Condo/Co-op/TH	CONTRACTS SIGNED	31	28	-9.7%	7	13	85.7%
	ACTIVE LISTINGS	2	2	0.0%	2	2	0.0%
	# OF SALES	30	28	-6.7%	6	12	100.0%
	SALES VOLUME	\$21,984,000	\$18,011,934	-18.1%	\$4,720,000	\$7,629,442	61.6%
	MEDIAN PRICE	\$742,500	\$625,500	-15.8%	\$835,000	\$667,500	-20.1%
	AVERAGE PRICE	\$732,800	\$643,283	-12.2%	\$786,667	\$635,787	-19.2%
	AVERAGE DOM	17	30	76.5%	25	37	48.0%

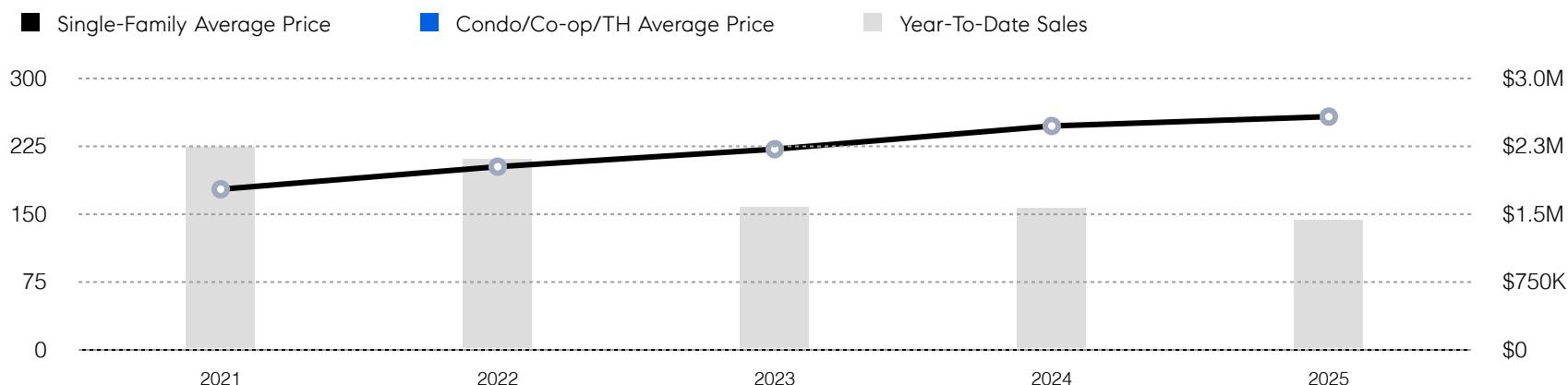
Historic Sales Trends



Short Hills

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	159	135	-15.1%	30	29	-3.3%
	ACTIVE LISTINGS	11	10	-9.1%	11	10	-9.1%
	# OF SALES	154	141	-8.4%	30	36	20.0%
	SALES VOLUME	\$381,160,034	\$363,517,730	-4.6%	\$95,570,096	\$92,724,982	-3.0%
	MEDIAN PRICE	\$2,195,944	\$2,350,000	7.0%	\$2,617,500	\$2,347,500	-10.3%
	AVERAGE PRICE	\$2,475,065	\$2,578,140	4.2%	\$3,185,670	\$2,575,694	-19.1%
	AVERAGE DOM	25	29	16.0%	41	26	-36.6%
Condo/Co-op/TH	CONTRACTS SIGNED	1	0	0.0%	0	0	0.0%
	ACTIVE LISTINGS	0	0	0.0%	0	0	0.0%
	# OF SALES	1	0	0.0%	0	0	0.0%
	SALES VOLUME	\$1,685,000	-	-	-	-	-
	MEDIAN PRICE	\$1,685,000	-	-	-	-	-
	AVERAGE PRICE	\$1,685,000	-	-	-	-	-
	AVERAGE DOM	15	-	-	-	-	-

Historic Sales Trends



South Orange

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	180	167	-7.2%	41	33	-19.5%
	ACTIVE LISTINGS	16	15	-6.2%	16	15	-6.2%
	# OF SALES	175	173	-1.1%	36	45	25.0%
	SALES VOLUME	\$191,174,638	\$191,743,915	0.3%	\$38,805,047	\$50,428,207	30.0%
	MEDIAN PRICE	\$999,000	\$1,100,000	10.1%	\$977,000	\$1,175,000	20.3%
	AVERAGE PRICE	\$1,092,427	\$1,108,346	1.5%	\$1,077,918	\$1,120,627	4.0%
	AVERAGE DOM	19	20	5.3%	21	19	-9.5%
Condo/Co-op/TH	CONTRACTS SIGNED	23	29	26.1%	6	8	33.3%
	ACTIVE LISTINGS	6	7	16.7%	6	7	16.7%
	# OF SALES	22	24	9.1%	9	4	-55.6%
	SALES VOLUME	\$12,682,249	\$11,774,190	-7.2%	\$6,363,250	\$1,786,690	-71.9%
	MEDIAN PRICE	\$467,500	\$458,000	-2.0%	\$385,250	\$530,000	37.6%
	AVERAGE PRICE	\$576,466	\$490,591	-14.9%	\$707,028	\$446,673	-36.8%
	AVERAGE DOM	24	36	50.0%	35	49	40.0%

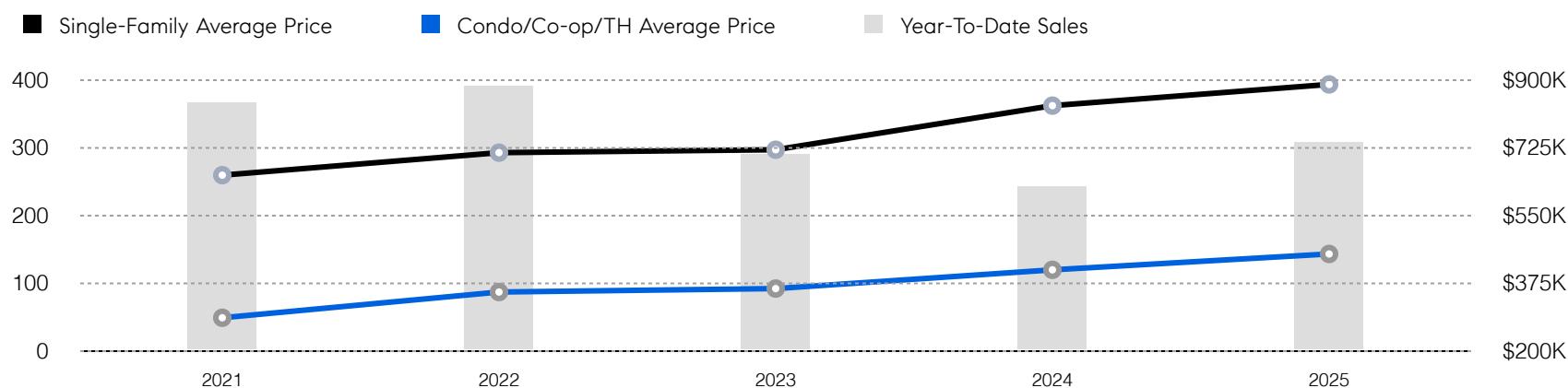
Historic Sales Trends



Verona

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	145	205	41.4%	39	40	2.6%
	ACTIVE LISTINGS	22	3	-86.4%	22	3	-86.4%
	# OF SALES	136	204	50.0%	31	45	45.2%
	SALES VOLUME	\$113,454,709	\$181,369,196	59.9%	\$22,143,105	\$41,246,998	86.3%
	MEDIAN PRICE	\$800,000	\$851,000	6.4%	\$670,000	\$857,000	27.9%
	AVERAGE PRICE	\$834,226	\$889,065	6.6%	\$714,294	\$916,600	28.3%
	AVERAGE DOM	23	20	-13.0%	21	16	-23.8%
Condo/Co-op/TH	CONTRACTS SIGNED	107	108	0.9%	24	23	-4.2%
	ACTIVE LISTINGS	28	12	-57.1%	28	12	-57.1%
	# OF SALES	104	102	-1.9%	30	26	-13.3%
	SALES VOLUME	\$42,641,284	\$46,006,832	7.9%	\$10,518,000	\$11,138,800	5.9%
	MEDIAN PRICE	\$317,000	\$358,000	12.9%	\$317,000	\$355,000	12.0%
	AVERAGE PRICE	\$410,012	\$451,047	10.0%	\$350,600	\$428,415	22.2%
	AVERAGE DOM	30	51	70.0%	29	37	27.6%

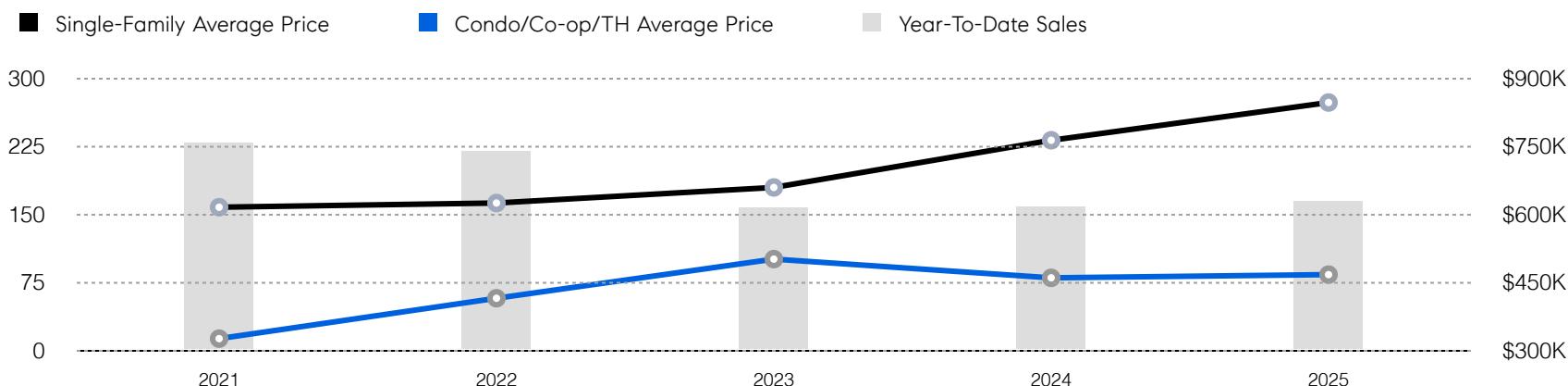
Historic Sales Trends



West Caldwell

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	146	154	5.5%	24	47	95.8%
	ACTIVE LISTINGS	9	4	-55.6%	9	4	-55.6%
	# OF SALES	145	148	2.1%	36	53	47.2%
	SALES VOLUME	\$110,810,693	\$125,420,500	13.2%	\$28,005,128	\$44,091,000	57.4%
	MEDIAN PRICE	\$710,000	\$821,000	15.6%	\$712,500	\$815,000	14.4%
	AVERAGE PRICE	\$764,212	\$847,436	10.9%	\$777,920	\$831,906	6.9%
	AVERAGE DOM	25	23	-8.0%	27	24	-11.1%
Condo/Co-op/TH	CONTRACTS SIGNED	12	15	25.0%	4	1	-75.0%
	ACTIVE LISTINGS	0	0	0.0%	0	0	0.0%
	# OF SALES	12	15	25.0%	4	1	-75.0%
	SALES VOLUME	\$5,531,000	\$7,020,000	26.9%	\$1,946,000	\$415,000	-78.7%
	MEDIAN PRICE	\$412,000	\$415,000	0.7%	\$486,500	\$415,000	-14.7%
	AVERAGE PRICE	\$460,917	\$468,000	1.5%	\$486,500	\$415,000	-14.7%
	AVERAGE DOM	23	15	-34.8%	42	16	-61.9%

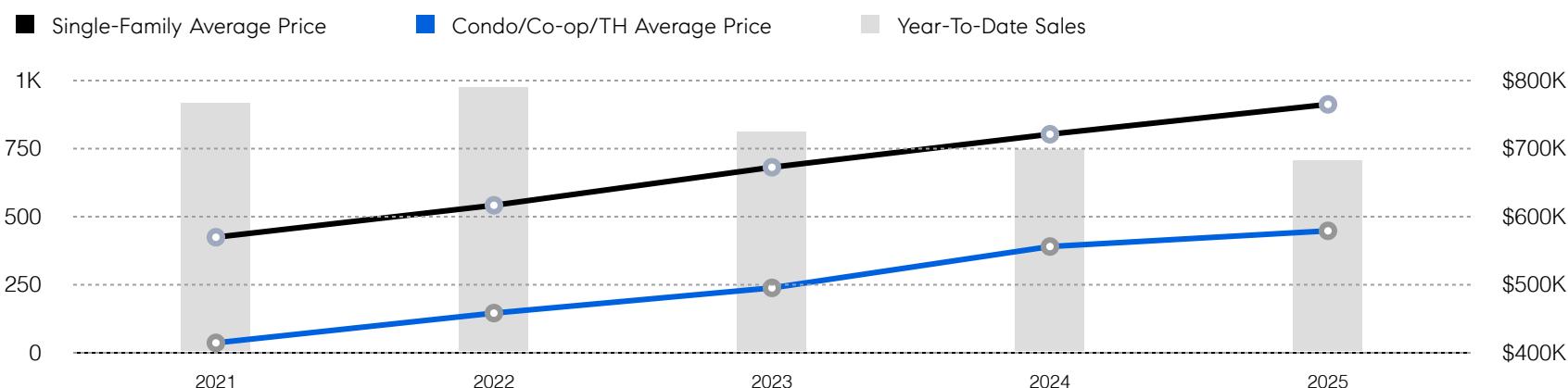
Historic Sales Trends



West Orange

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	495	531	7.3%	125	119	-4.8%
	ACTIVE LISTINGS	86	52	-39.5%	86	52	-39.5%
	# OF SALES	489	522	6.7%	130	123	-5.4%
	SALES VOLUME	\$352,638,205	\$399,342,471	13.2%	\$91,339,949	\$97,897,328	7.2%
	MEDIAN PRICE	\$655,250	\$700,000	6.8%	\$656,500	\$711,000	8.3%
	AVERAGE PRICE	\$721,142	\$765,024	6.1%	\$702,615	\$795,913	13.3%
	AVERAGE DOM	35	31	-11.4%	35	32	-8.6%
Condo/Co-op/TH	CONTRACTS SIGNED	249	184	-26.1%	53	33	-37.7%
	ACTIVE LISTINGS	19	14	-26.3%	19	14	-26.3%
	# OF SALES	252	177	-29.8%	67	30	-55.2%
	SALES VOLUME	\$140,146,424	\$102,519,528	-26.8%	\$35,076,792	\$17,039,250	-51.4%
	MEDIAN PRICE	\$550,000	\$571,000	3.8%	\$535,000	\$570,000	6.5%
	AVERAGE PRICE	\$556,137	\$579,206	4.1%	\$523,534	\$567,975	8.5%
	AVERAGE DOM	26	28	7.7%	29	27	-6.9%

Historic Sales Trends





Sources: Garden State MLS, New Jersey MLS, Hudson MLS, 01/01/2024 - 12/31/2024 vs. 01/01/2025 - 12/31/2025

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