



ALLISON ZIEFERT
REAL ESTATE GROUP

MONTHLY MARKET INSIGHTS

NORTHERN NEW JERSEY
SEPTEMBER 2023

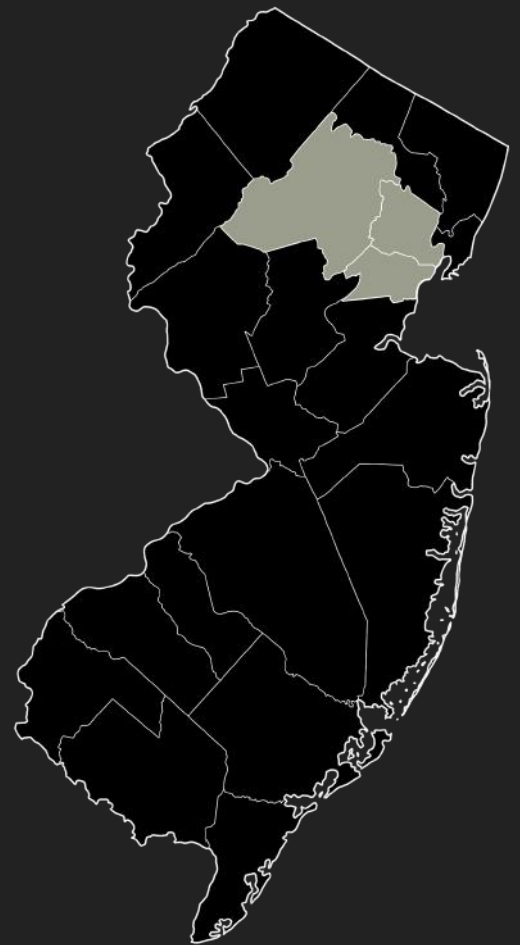




WE'RE ALWAYS HERE TO HELP

From A to Z, our team covers many popular Northern New Jersey towns in Essex, Morris and Union Counties.

No matter where your real estate aspirations take you, our nationwide network ensures that you're never far from a dedicated professional ready to help you turn your dreams into reality. From vibrant urban hubs to charming suburban neighborhoods, we've got you covered.



TOWNS

- [Basking Ridge](#)
- [Berkeley Heights](#)
- [Bloomfield](#)
- [Chatham Borough](#)
- [Chatham Township](#)
- [Cranford](#)
- [Glen Ridge](#)
- [Harding](#)
- [Livingston](#)
- [Madison](#)
- [Maplewood](#)
- [Mendham Borough](#)
- [Mendham Township](#)
- [Millburn](#)
- [Montclair](#)
- [Morris Township](#)
- [Morristown](#)
- [New Providence](#)
- [Orange](#)
- [Short Hills](#)
- [South Orange](#)
- [Springfield](#)
- [Summit](#)
- [Union](#)
- [Verona](#)
- [Warren](#)
- [West Orange](#)
- [Westfield](#)

Basking Ridge

SEPTEMBER 2023

UNDER CONTRACT

24 **\$969K** **\$699K**

Total Average Median
Properties Price Price

26% **61%** **40%**
Increase Increase Increase
From From From
Sep Sep Sep
2022 2022 2022

UNITS SOLD

27 **\$1.0M** **\$1.0M**

Total Average Median
Properties Price Price

-10% **28%** **23%**
Decrease Increase Increase
From From From
Sep Sep Sep
2022 2022 2022

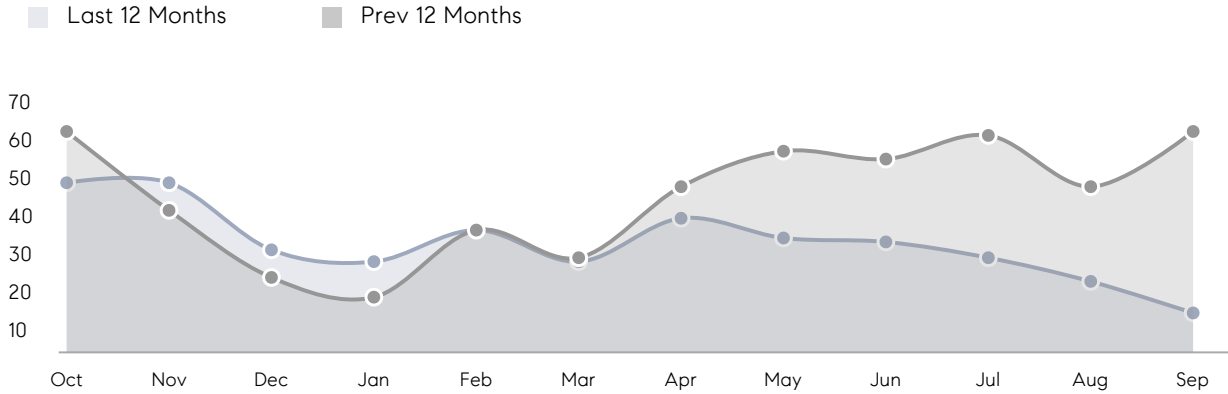
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	22	28	-21%
	% OF ASKING PRICE	106%	101%	
	AVERAGE SOLD PRICE	\$1,029,597	\$802,169	28.4%
	# OF CONTRACTS	24	19	26.3%
	NEW LISTINGS	20	40	-50%
Houses	AVERAGE DOM	23	30	-23%
	% OF ASKING PRICE	106%	101%	
	AVERAGE SOLD PRICE	\$1,204,715	\$1,038,551	16%
	# OF CONTRACTS	12	7	71%
	NEW LISTINGS	9	20	-55%
Condo/Co-op/TH	AVERAGE DOM	20	25	-20%
	% OF ASKING PRICE	106%	101%	
	AVERAGE SOLD PRICE	\$529,260	\$565,787	-6%
	# OF CONTRACTS	12	12	0%
	NEW LISTINGS	11	20	-45%

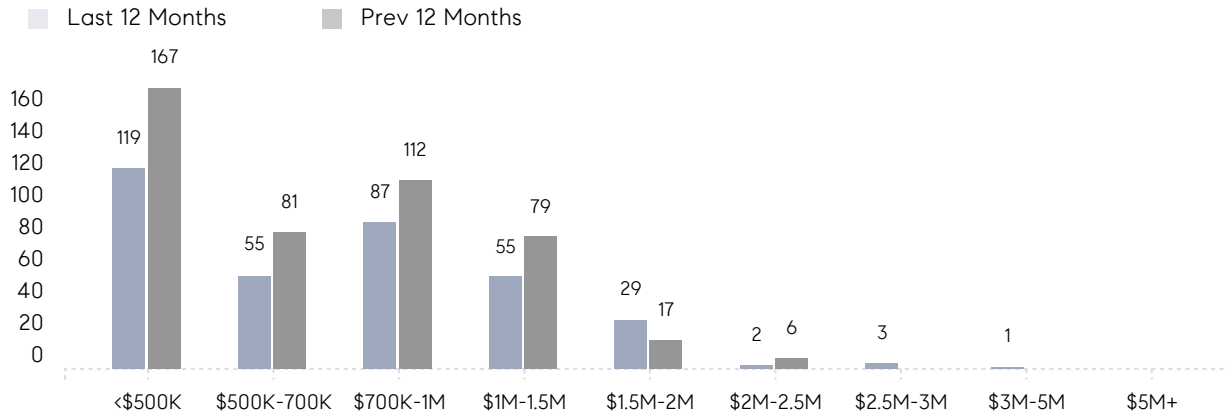
Basking Ridge

SEPTEMBER 2023

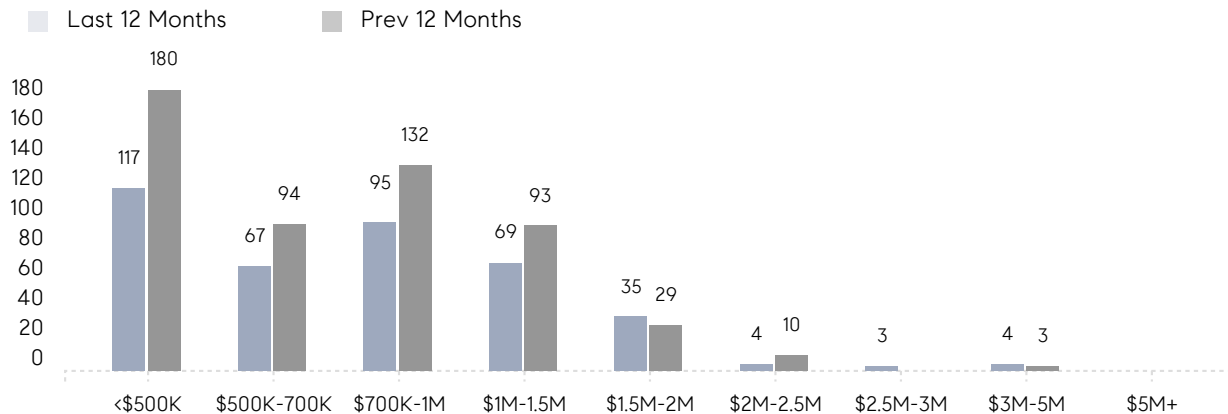
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Berkeley Heights

SEPTEMBER 2023

UNDER CONTRACT

17 **\$822K** **\$779K**

Total Average Median
Properties Price Price

42% **11%** **20%**

Increase Increase Increase
From From From
Sep Sep Sep
2022 2022 2022

UNITS SOLD

16 **\$777K** **\$735K**

Total Average Median
Properties Price Price

-20% **13%** **6%**

Decrease Increase Increase
From From From
Sep Sep Sep
2022 2022 2022

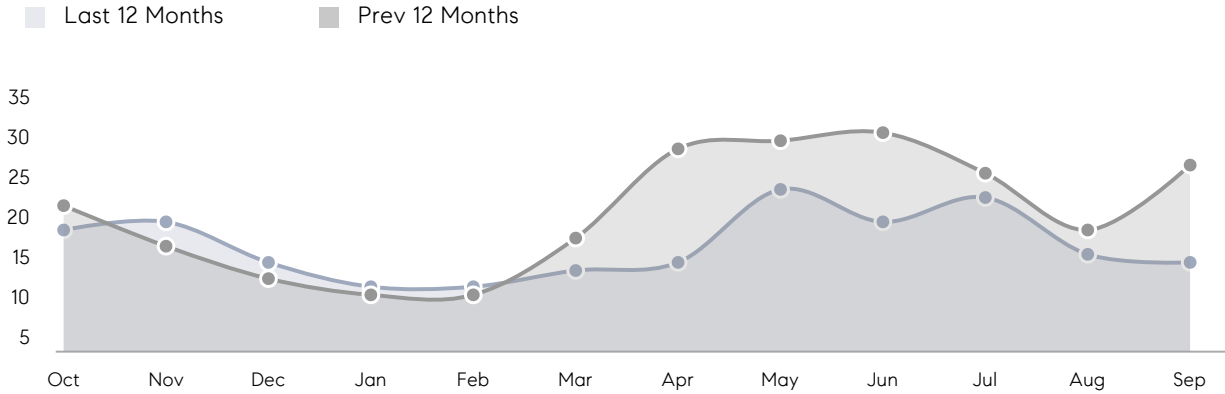
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	28	25	12%
	% OF ASKING PRICE	105%	103%	
	AVERAGE SOLD PRICE	\$777,947	\$686,390	13.3%
	# OF CONTRACTS	17	12	41.7%
	NEW LISTINGS	20	23	-13%
Houses	AVERAGE DOM	29	24	21%
	% OF ASKING PRICE	106%	104%	
	AVERAGE SOLD PRICE	\$844,386	\$752,700	12%
	# OF CONTRACTS	10	9	11%
	NEW LISTINGS	16	18	-11%
Condo/Co-op/TH	AVERAGE DOM	22	27	-19%
	% OF ASKING PRICE	97%	100%	
	AVERAGE SOLD PRICE	\$490,046	\$531,667	-8%
	# OF CONTRACTS	7	3	133%
	NEW LISTINGS	4	5	-20%

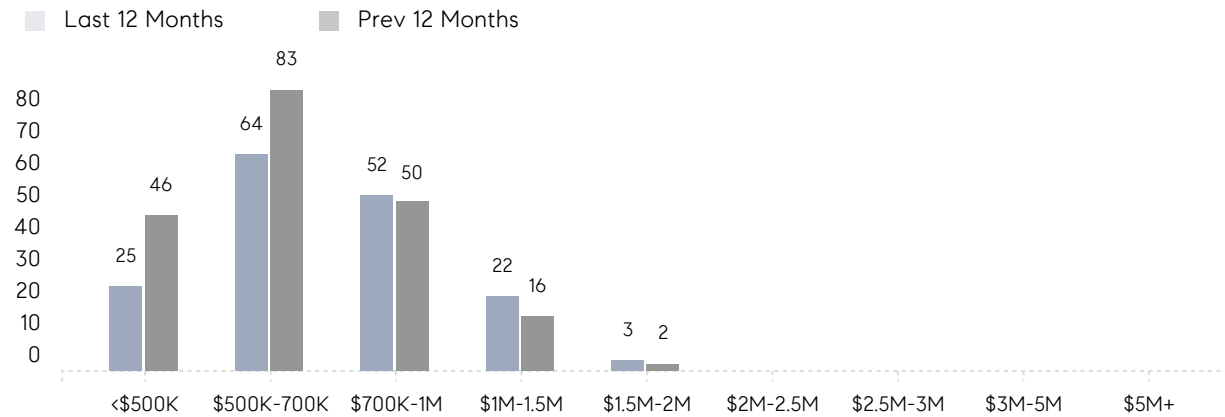
Berkeley Heights

SEPTEMBER 2023

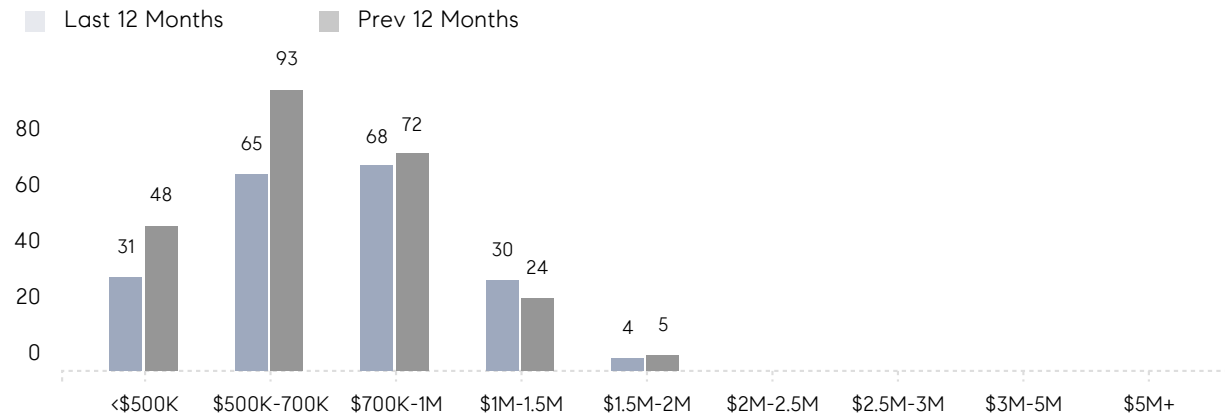
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Bloomfield

SEPTEMBER 2023

UNDER CONTRACT

24 **\$525K** **\$524K**

Total Average Median
Properties Price Price

-43% **17%** **25%**
Decrease From Increase From Increase From
Sep 2022 Sep 2022 Sep 2022

UNITS SOLD

32 **\$494K** **\$499K**

Total Average Median
Properties Price Price

10% **1%** **10%**
Increase From Change From Increase From
Sep 2022 Sep 2022 Sep 2022

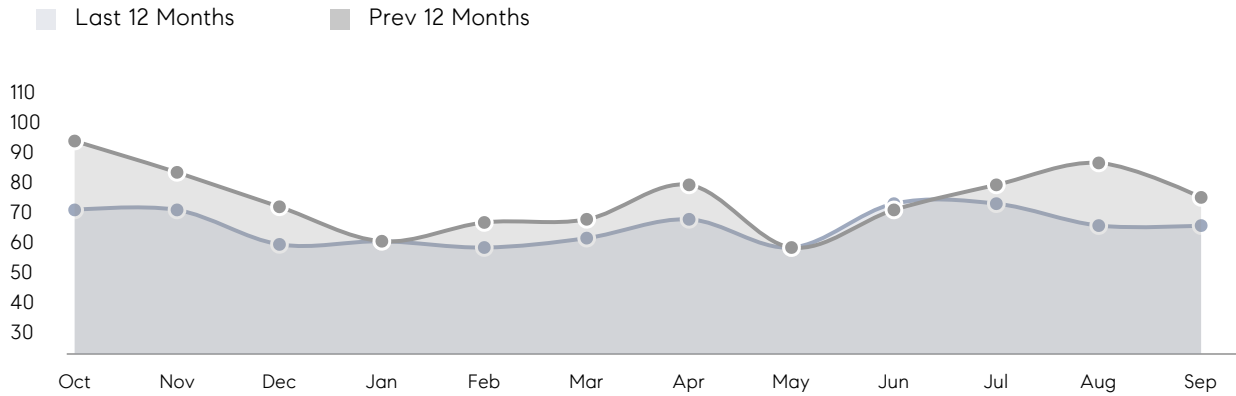
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	20	41	-51%
	% OF ASKING PRICE	107%	103%	
	AVERAGE SOLD PRICE	\$494,281	\$489,828	0.9%
	# OF CONTRACTS	24	42	-42.9%
	NEW LISTINGS	35	37	-5%
Houses	AVERAGE DOM	21	42	-50%
	% OF ASKING PRICE	107%	103%	
	AVERAGE SOLD PRICE	\$551,280	\$521,696	6%
	# OF CONTRACTS	21	34	-38%
	NEW LISTINGS	31	33	-6%
Condo/Co-op/TH	AVERAGE DOM	18	36	-50%
	% OF ASKING PRICE	106%	103%	
	AVERAGE SOLD PRICE	\$290,714	\$367,667	-21%
	# OF CONTRACTS	3	8	-62%
	NEW LISTINGS	4	4	0%

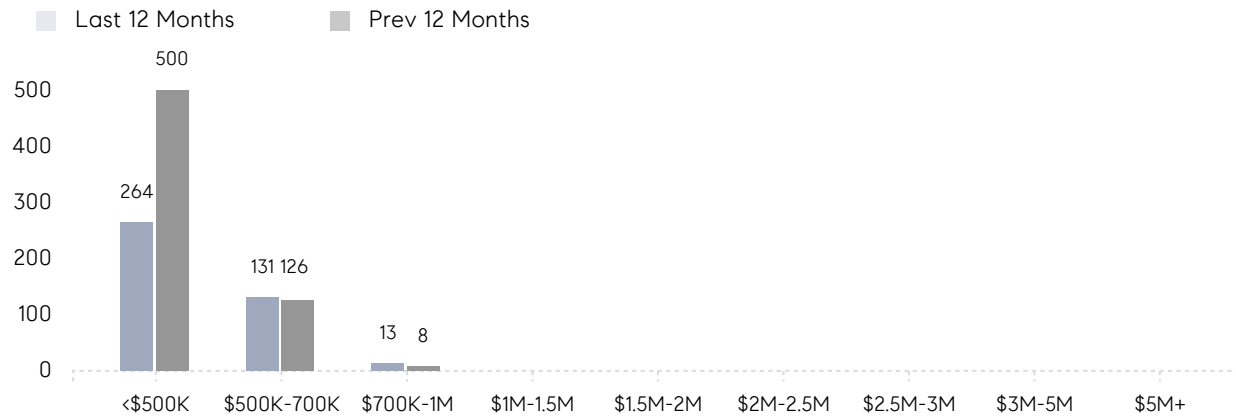
Bloomfield

SEPTEMBER 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Chatham Borough

SEPTEMBER 2023

UNDER CONTRACT

8 **\$953K** **\$880K**

Total Average Median
Properties Price Price

0% **-5%** **-6%**

Change Decrease From Decrease From
From Sep 2022 Sep 2022
2022 Sep

UNITS SOLD

4 **\$1.0M** **\$960K**

Total Average Median
Properties Price Price

-64% **-16%** **-15%**

Decrease From Decrease From Decrease From
Sep 2022 Sep 2022 Sep 2022

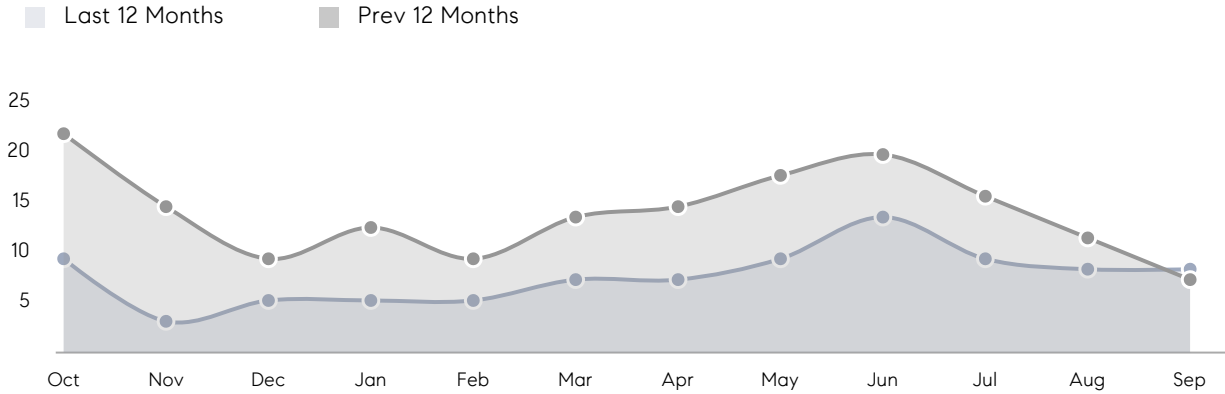
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	26	28	-7%
	% OF ASKING PRICE	102%	100%	
	AVERAGE SOLD PRICE	\$1,005,000	\$1,189,773	-15.5%
	# OF CONTRACTS	8	8	0.0%
	NEW LISTINGS	13	5	160%
Houses	AVERAGE DOM	26	28	-7%
	% OF ASKING PRICE	102%	100%	
	AVERAGE SOLD PRICE	\$1,005,000	\$1,189,773	-16%
	# OF CONTRACTS	7	7	0%
	NEW LISTINGS	13	5	160%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	-
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	1	1	0%
	NEW LISTINGS	0	0	0%

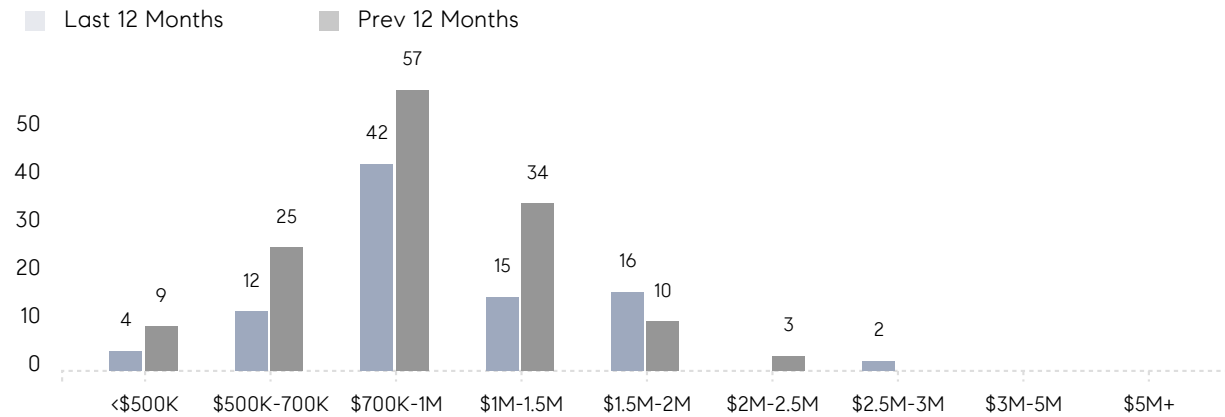
Chatham Borough

SEPTEMBER 2023

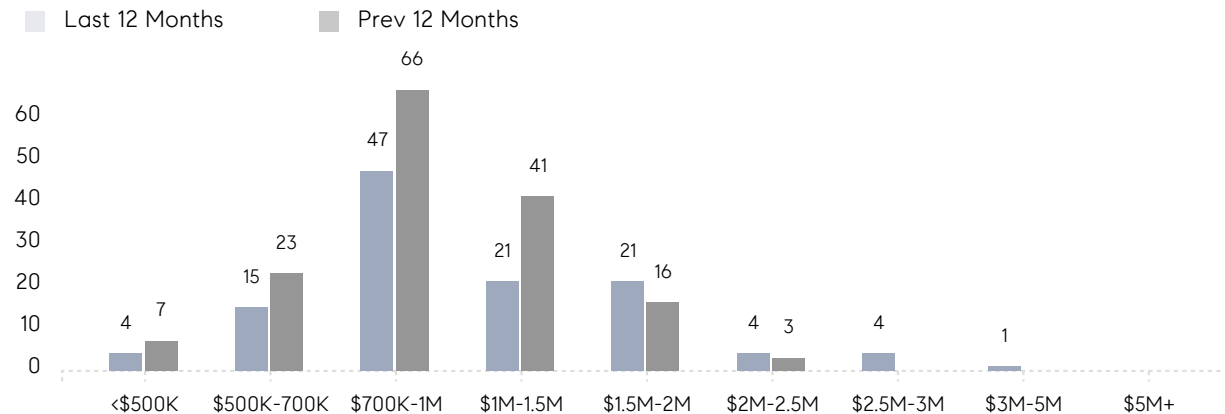
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Chatham Township

SEPTEMBER 2023

UNDER CONTRACT

11 **\$1.0M** **\$699K**

Total Average Median
Properties Price Price

0% **5%** **-22%**

Change Increase Decrease
From From From
2022 2022 2022
Sep Sep Sep

UNITS SOLD

15 **\$1.2M** **\$1.3M**

Total Average Median
Properties Price Price

15% **44%** **82%**

Increase Increase Increase
From From From
2022 2022 2022
Sep Sep Sep

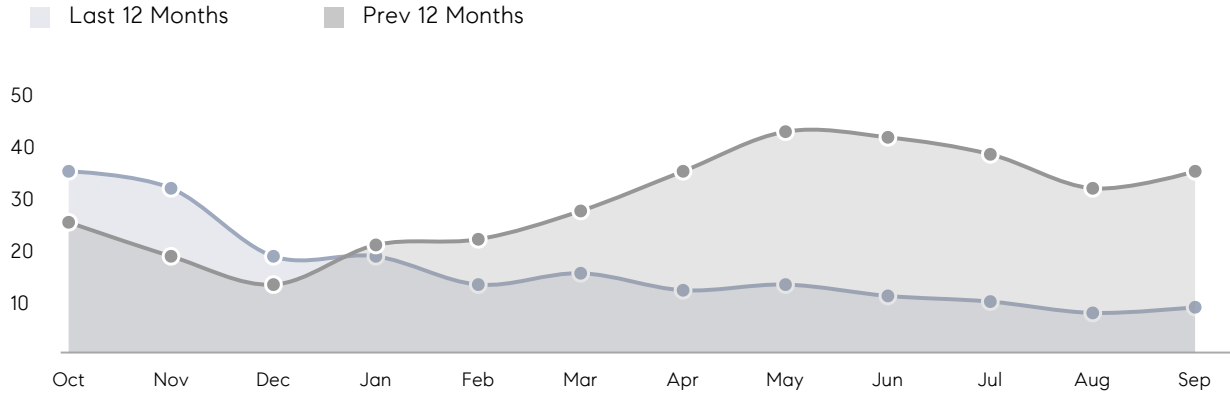
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	25	24	4%
	% OF ASKING PRICE	103%	104%	
	AVERAGE SOLD PRICE	\$1,295,402	\$901,414	43.7%
	# OF CONTRACTS	11	11	0.0%
	NEW LISTINGS	13	22	-41%
Houses	AVERAGE DOM	33	29	14%
	% OF ASKING PRICE	104%	105%	
	AVERAGE SOLD PRICE	\$1,371,040	\$1,316,857	4%
	# OF CONTRACTS	5	7	-29%
	NEW LISTINGS	6	15	-60%
Condo/Co-op/TH	AVERAGE DOM	10	19	-47%
	% OF ASKING PRICE	102%	103%	
	AVERAGE SOLD PRICE	\$1,144,125	\$416,731	175%
	# OF CONTRACTS	6	4	50%
	NEW LISTINGS	7	7	0%

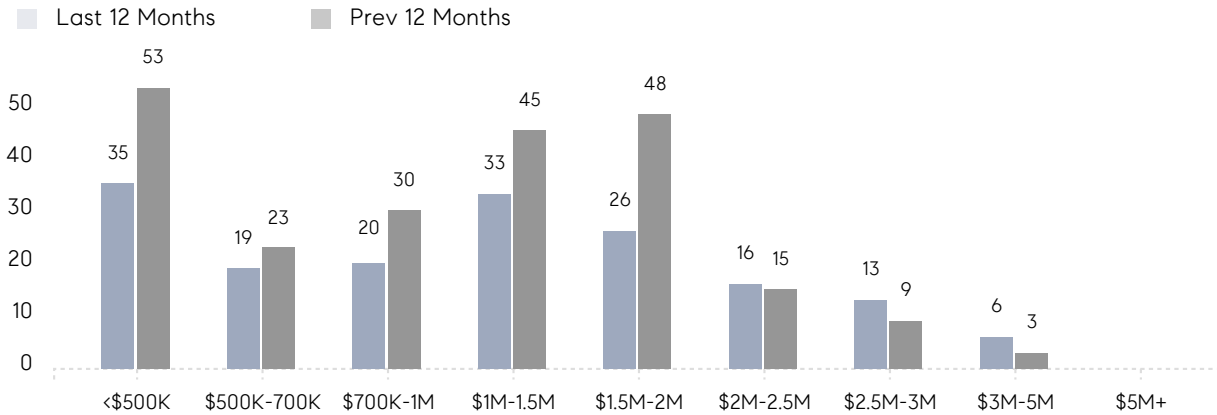
Chatham Township

SEPTEMBER 2023

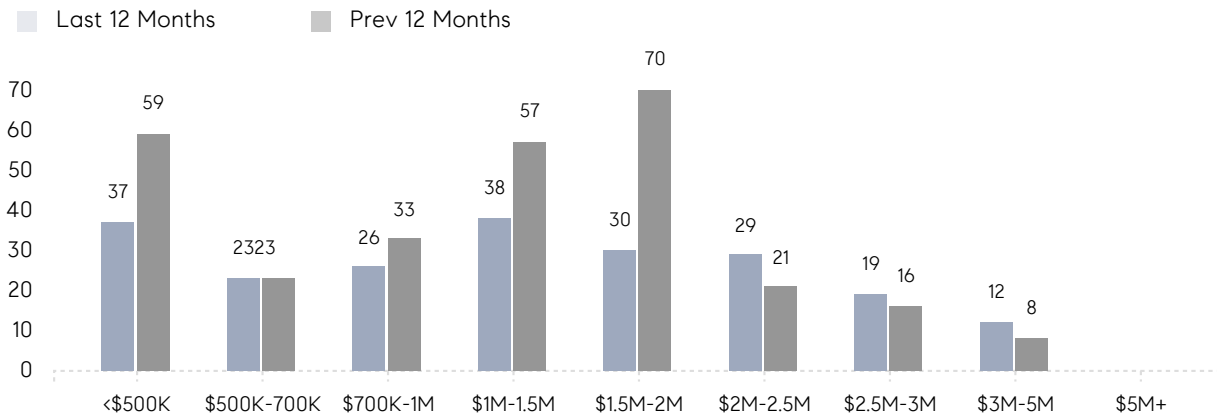
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Cranford

SEPTEMBER 2023

UNDER CONTRACT

14	\$722K	\$677K
Total Properties	Average Price	Median Price
-22%	26%	11%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

UNITS SOLD

13	\$600K	\$565K
Total Properties	Average Price	Median Price
-24%	-16%	-14%
Decrease From Sep 2022	Decrease From Sep 2022	Decrease From Sep 2022

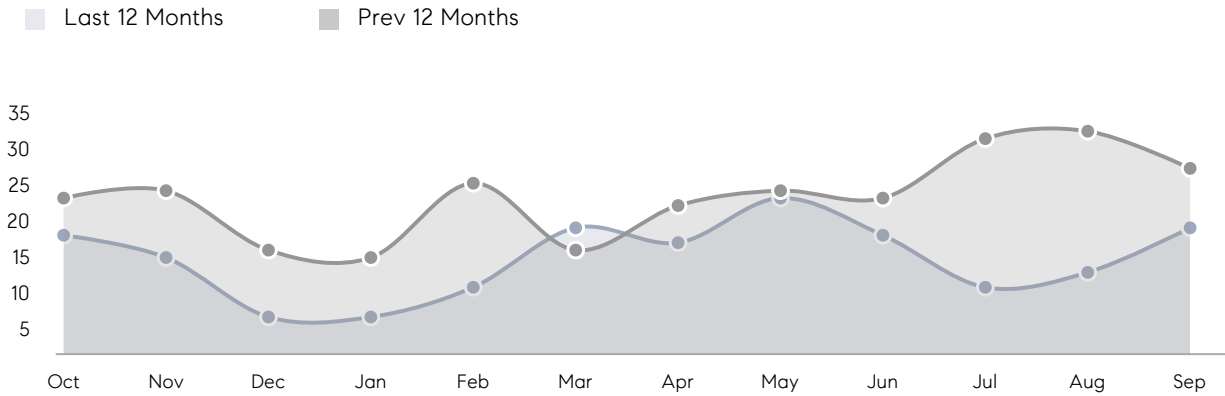
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	24	39	-38%
	% OF ASKING PRICE	101%	101%	
	AVERAGE SOLD PRICE	\$600,181	\$715,242	-16.1%
	# OF CONTRACTS	14	18	-22.2%
	NEW LISTINGS	22	18	22%
Houses	AVERAGE DOM	17	39	-56%
	% OF ASKING PRICE	100%	101%	
	AVERAGE SOLD PRICE	\$610,613	\$715,242	-15%
	# OF CONTRACTS	14	14	0%
	NEW LISTINGS	22	15	47%
Condo/Co-op/TH	AVERAGE DOM	106	-	-
	% OF ASKING PRICE	112%	-	-
	AVERAGE SOLD PRICE	\$475,000	-	-
	# OF CONTRACTS	0	4	0%
	NEW LISTINGS	0	3	0%

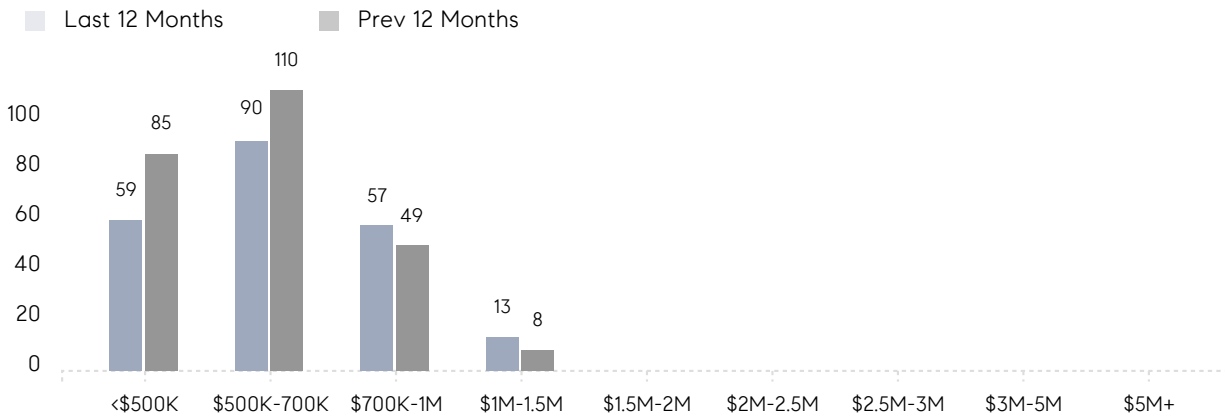
Cranford

SEPTEMBER 2023

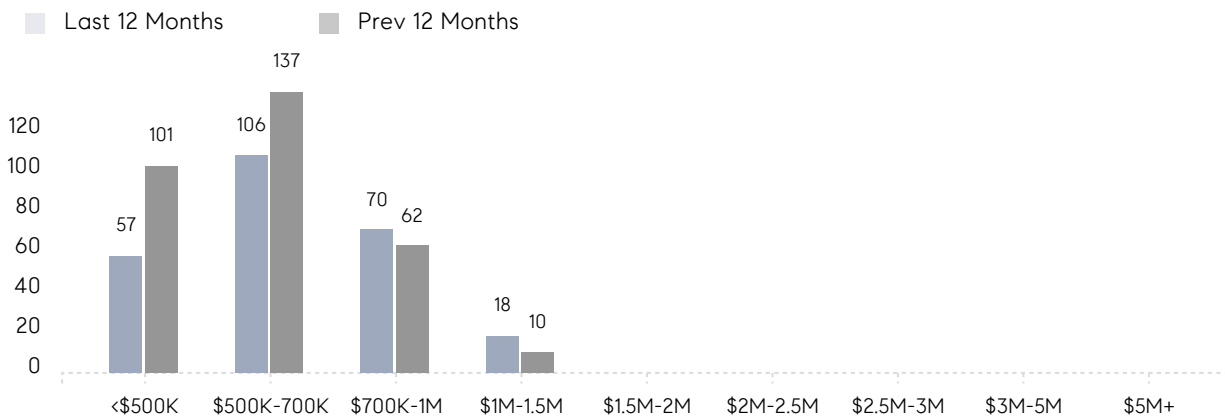
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Glen Ridge

SEPTEMBER 2023

UNDER CONTRACT

9 **\$705K** **\$625K**

Total Average Median
Properties Price Price

80% **-15%** **-26%**

Increase Decrease Decrease
From From From
Sep Sep 2022 Sep 2022
2022

UNITS SOLD

6 **\$1.1M** **\$1.0M**

Total Average Median
Properties Price Price

-14% **6%** **-14%**

Decrease Increase Decrease
From From From
Sep 2022 Sep 2022 Sep
2022

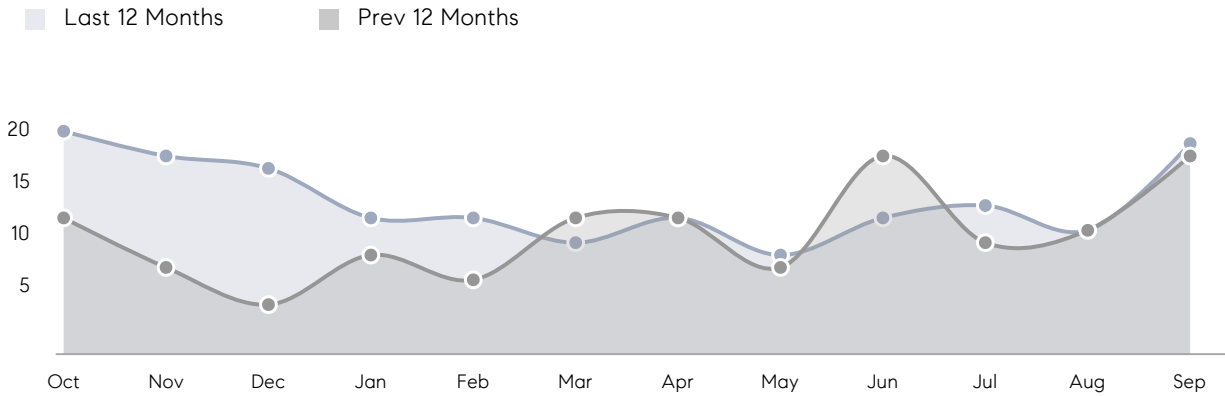
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	14	13	8%
	% OF ASKING PRICE	120%	120%	
	AVERAGE SOLD PRICE	\$1,172,667	\$1,106,000	6.0%
	# OF CONTRACTS	9	5	80.0%
	NEW LISTINGS	16	12	33%
Houses	AVERAGE DOM	15	14	7%
	% OF ASKING PRICE	123%	127%	
	AVERAGE SOLD PRICE	\$1,303,800	\$1,314,800	-1%
	# OF CONTRACTS	7	4	75%
	NEW LISTINGS	13	8	63%
Condo/Co-op/TH	AVERAGE DOM	9	10	-10%
	% OF ASKING PRICE	104%	101%	
	AVERAGE SOLD PRICE	\$517,000	\$584,000	-11%
	# OF CONTRACTS	2	1	%
	NEW LISTINGS	3	4	100%
				%
				-25%
				%

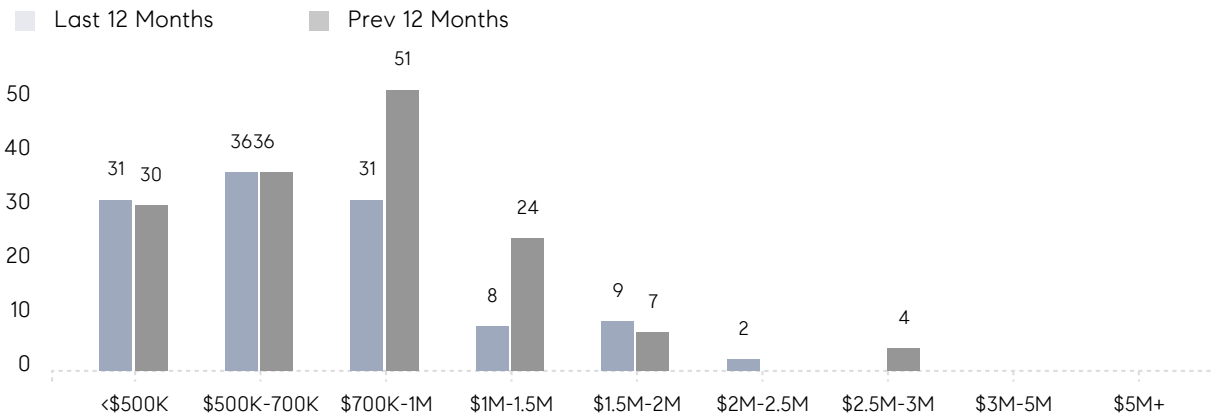
Glen Ridge

SEPTEMBER 2023

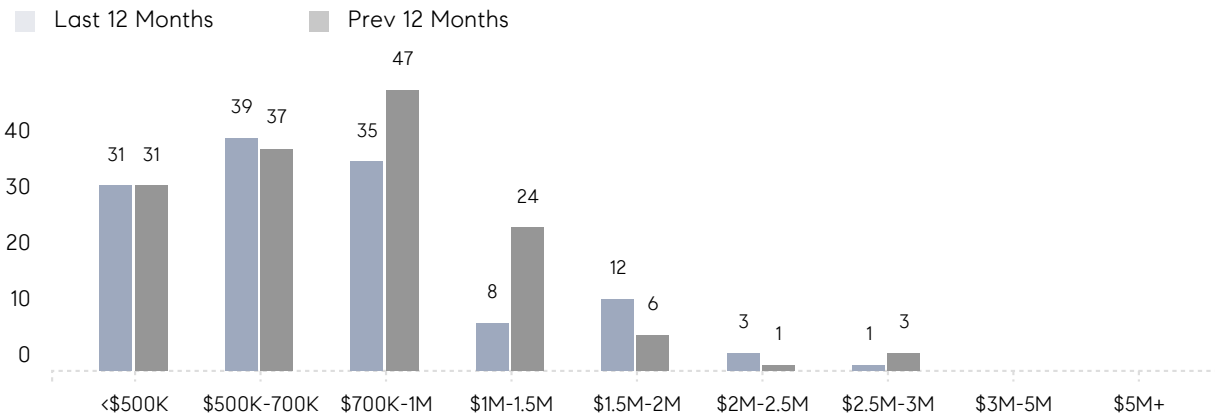
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Harding

SEPTEMBER 2023

UNDER CONTRACT

2 **\$1.6M** **\$1.6M**

Total Average Median
Properties Price Price

-50% **9%** **14%**
Decrease From Increase From Increase
Sep 2022 Sep 2022 From
Sep 2022

UNITS SOLD

7 **\$1.2M** **\$1.2M**

Total Average Median
Properties Price Price

133% **-32%** **-46%**
Increase From Decrease From Decrease From
Sep Sep 2022 Sep 2022

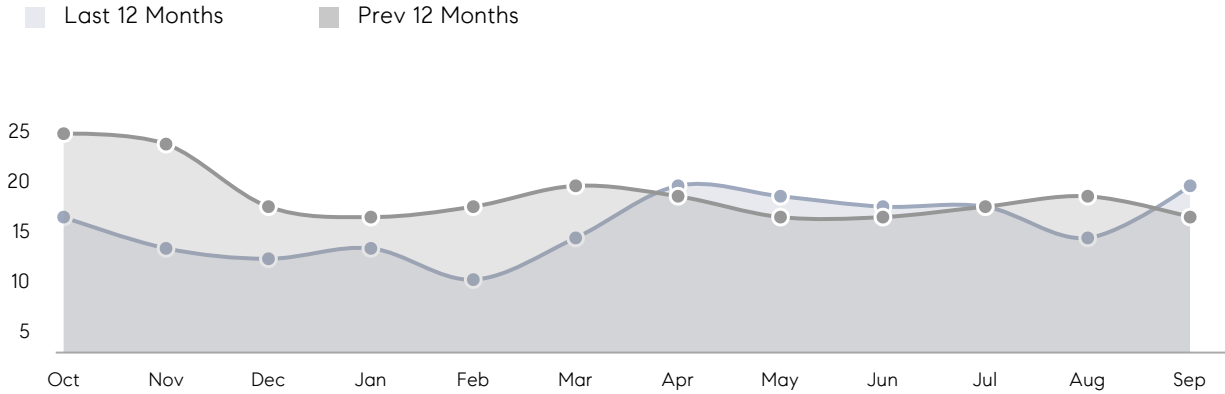
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	53	118	-55%
	% OF ASKING PRICE	99%	88%	
	AVERAGE SOLD PRICE	\$1,298,686	\$1,896,667	-31.5%
	# OF CONTRACTS	2	4	-50.0%
	NEW LISTINGS	8	4	100%
Houses	AVERAGE DOM	53	118	-55%
	% OF ASKING PRICE	99%	88%	
	AVERAGE SOLD PRICE	\$1,298,686	\$1,896,667	-32
	# OF CONTRACTS	2	3	%
	NEW LISTINGS	7	3	-33
Condo/Co-op/TH	AVERAGE DOM			%
	% OF ASKING PRICE	-	-	133
	AVERAGE SOLD PRICE	-	-	% -
	# OF CONTRACTS	0	1	0%
	NEW LISTINGS	1	1	0%

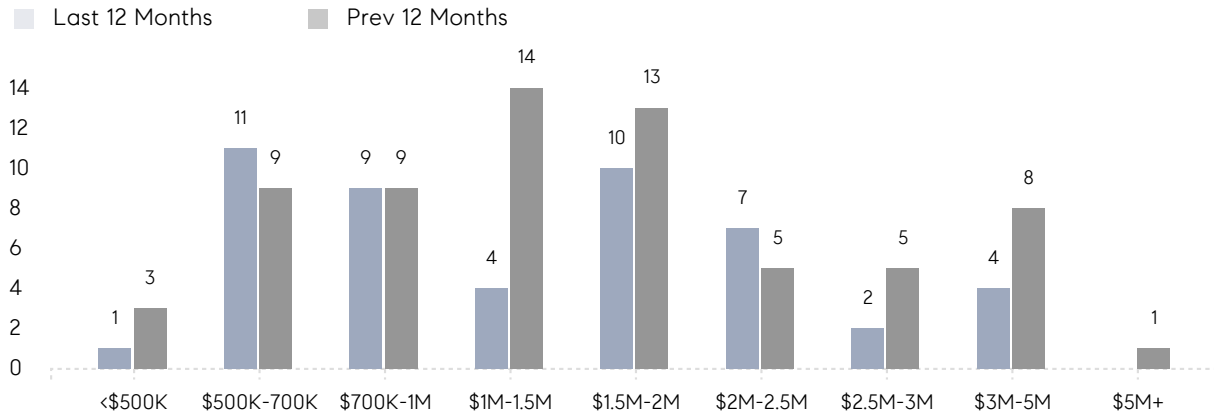
Harding

SEPTEMBER 2023

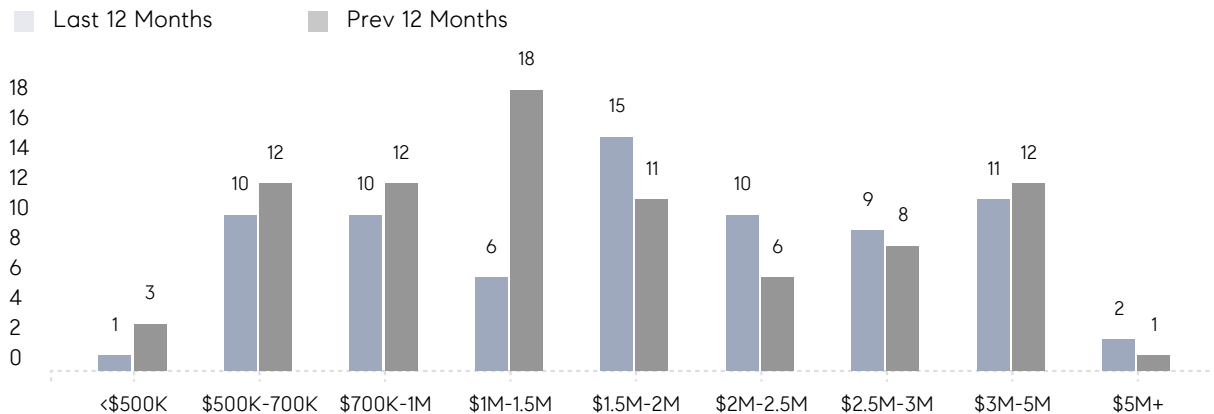
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Livingston

SEPTEMBER 2023

UNDER CONTRACT

23 **\$1.0M** **\$1.0M**

Total Average Median
Properties Price Price

-42% **4%** **19%**
Decrease From Increase From Increase From
Sep 2022 Sep 2022 Sep 2022

UNITS SOLD

27 **\$1.1M** **\$880K**

Total Average Median
Properties Price Price

-40% **15%** **13%**
Decrease From Increase From Increase From
Sep 2022 Sep 2022 Sep 2022

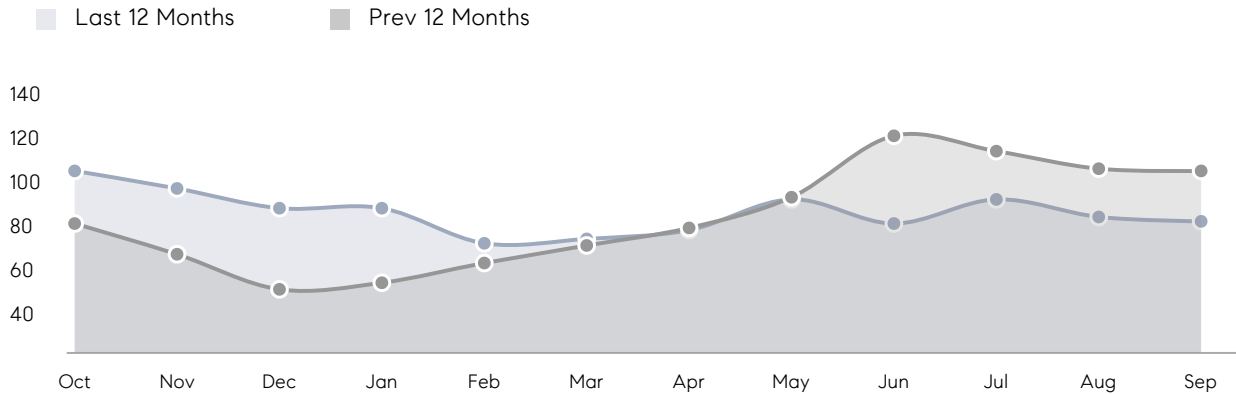
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	31	40	-22%
	% OF ASKING PRICE	103%	101%	
	AVERAGE SOLD PRICE	\$1,115,963	\$966,285	15.5%
	# OF CONTRACTS	23	40	-42.5%
	NEW LISTINGS	30	46	-35%
Houses	AVERAGE DOM	32	29	10%
	% OF ASKING PRICE	103%	102%	
	AVERAGE SOLD PRICE	\$1,149,040	\$1,059,026	8%
	# OF CONTRACTS	19	35	-46%
	NEW LISTINGS	28	37	-24%
Condo/Co-op/TH	AVERAGE DOM	15	60	-81%
	% OF ASKING PRICE	104%	100%	
	AVERAGE SOLD PRICE	\$702,500	\$641,693	9%
	# OF CONTRACTS	4	5	-20%
	NEW LISTINGS	2	9	-78%

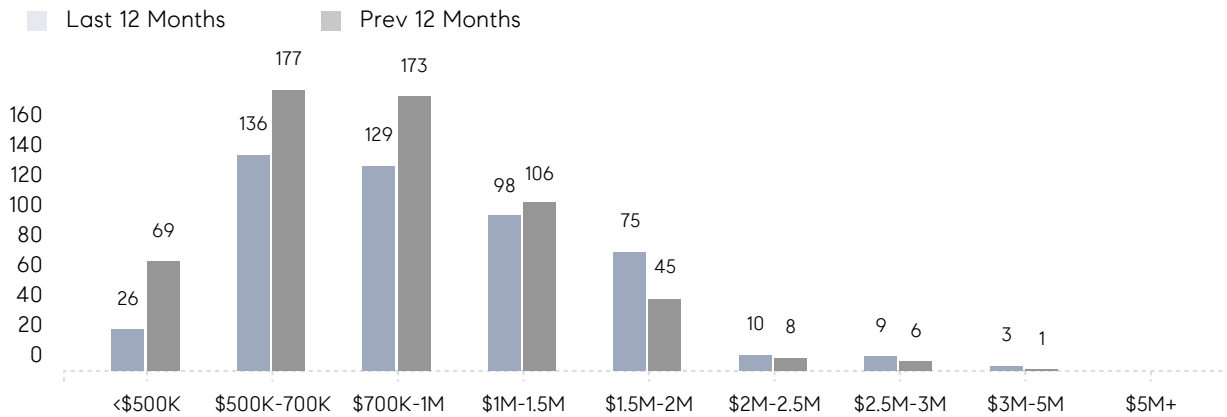
Livingston

SEPTEMBER 2023

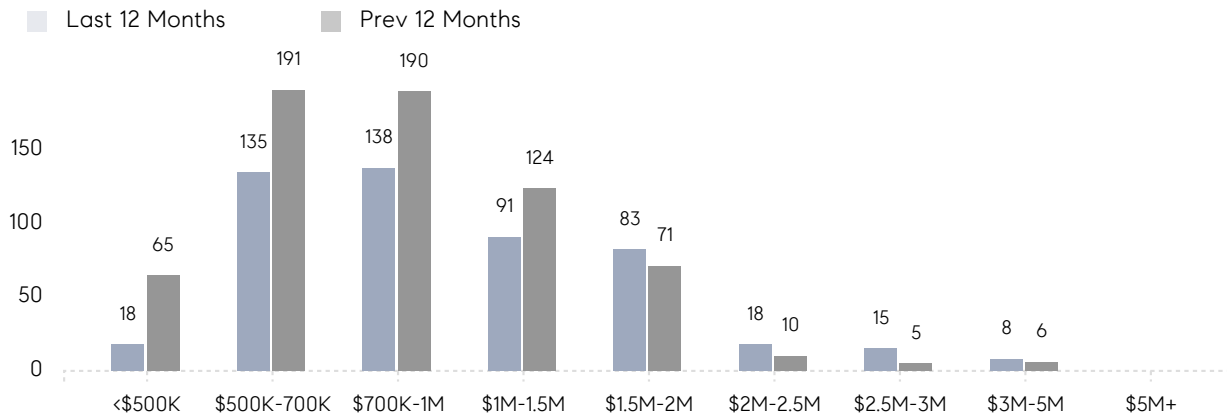
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Madison

SEPTEMBER 2023

UNDER CONTRACT

14 **\$1.1M** **\$969K**

Total Average Median
Properties Price Price

-7% **26%** **21%**

Decrease From Increase From Increase From
Sep 2022 Sep 2022 Sep 2022

UNITS SOLD

10 **\$1.0M** **\$878K**

Total Average Median
Properties Price Price

-41% **2%** **-2%**

Decrease From Increase From Decrease From
Sep 2022 Sep 2022 Sep 2022

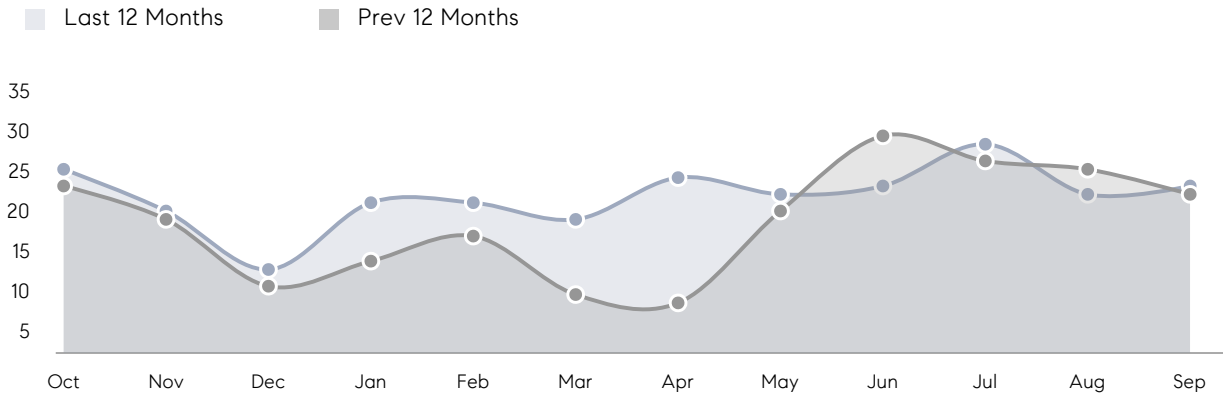
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	26	18	44%
	% OF ASKING PRICE	103%	105%	
	AVERAGE SOLD PRICE	\$1,029,700	\$1,009,260	2.0%
	# OF CONTRACTS	14	15	-6.7%
	NEW LISTINGS	19	17	12%
Houses	AVERAGE DOM	25	18	39%
	% OF ASKING PRICE	102%	107%	
	AVERAGE SOLD PRICE	\$1,147,500	\$1,077,316	7%
	# OF CONTRACTS	14	14	0%
	NEW LISTINGS	18	12	50%
Condo/Co-op/TH	AVERAGE DOM	34	19	79%
	% OF ASKING PRICE	106%	97%	
	AVERAGE SOLD PRICE	\$558,500	\$691,667	-19%
	# OF CONTRACTS	0	1	0%
	NEW LISTINGS	1	5	-80%

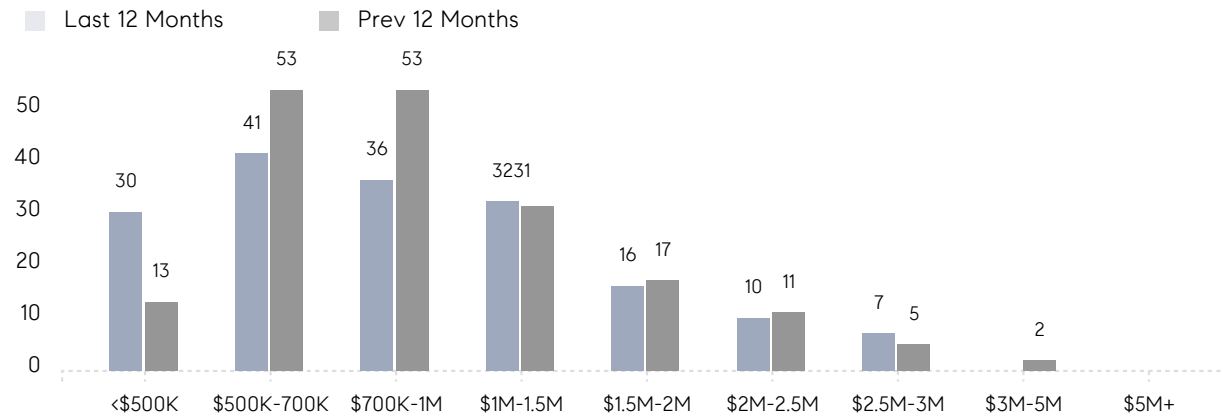
Madison

SEPTEMBER 2023

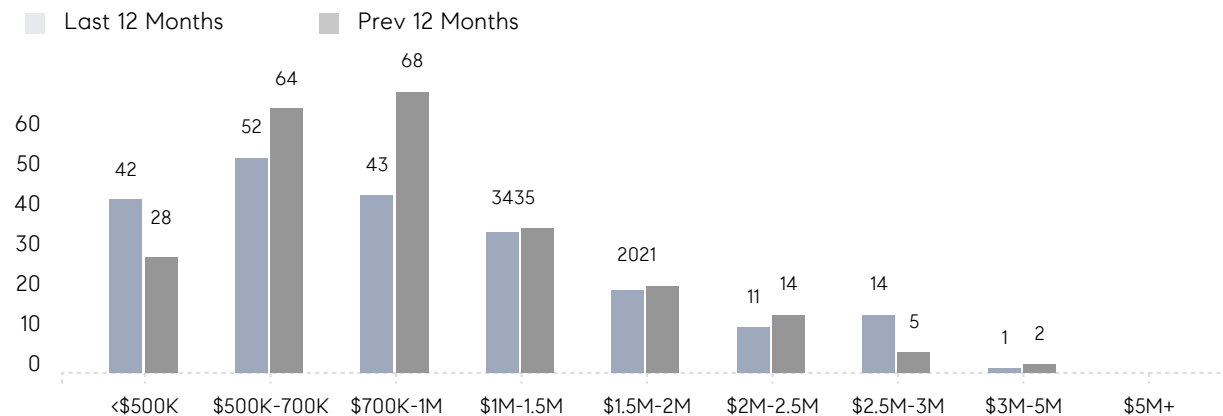
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Maplewood

SEPTEMBER 2023

UNDER CONTRACT

12 **\$676K** **\$594K**

Total Average Median
Properties Price Price

-40% **-9%** **-10%**

Decrease From Decrease From Decrease From
Sep 2022 Sep 2022 Sep 2022

UNITS SOLD

19 **\$765K** **\$685K**

Total Average Median
Properties Price Price

0% **-10%** **-12%**

Change From Sep Decrease From Decrease From
2022 Sep Sep 2022 Sep 2022

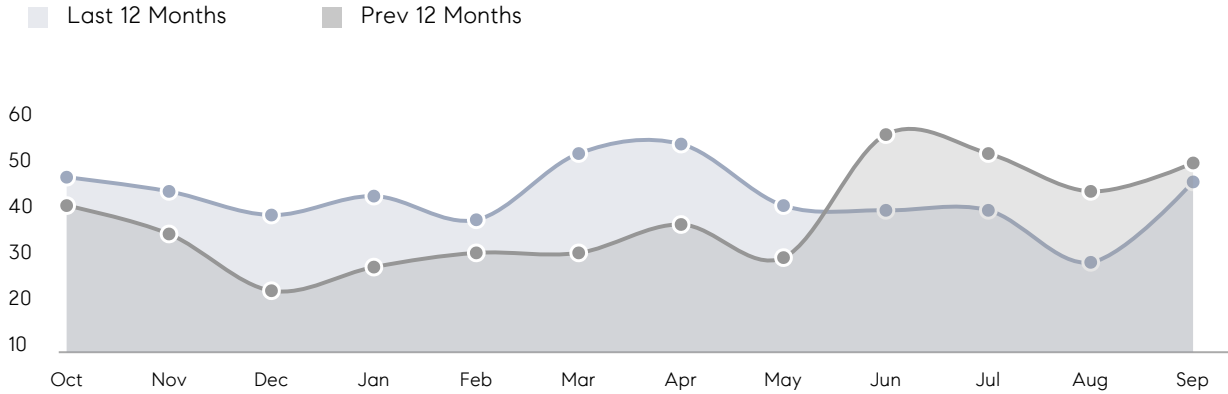
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	30	25	20%
	% OF ASKING PRICE	105%	105%	
	AVERAGE SOLD PRICE	\$765,258	\$852,732	-10.3%
	# OF CONTRACTS	12	20	-40.0%
	NEW LISTINGS	31	33	-6%
Houses	AVERAGE DOM	28	25	12%
	% OF ASKING PRICE	106%	107%	
	AVERAGE SOLD PRICE	\$806,556	\$971,611	-17%
	# OF CONTRACTS	8	18	%
	NEW LISTINGS	24	31	-56%
Condo/Co-op/TH	AVERAGE DOM	45	23	%
	% OF ASKING PRICE	99%	99%	-23
	AVERAGE SOLD PRICE	\$545,000	\$406,939	34%
	# OF CONTRACTS	4	2	100%
	NEW LISTINGS	7	2	250%

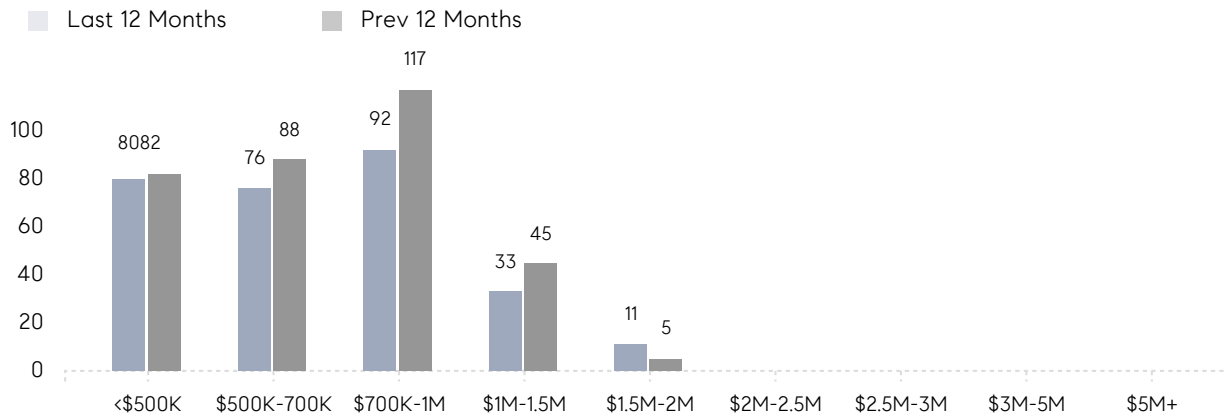
Maplewood

SEPTEMBER 2023

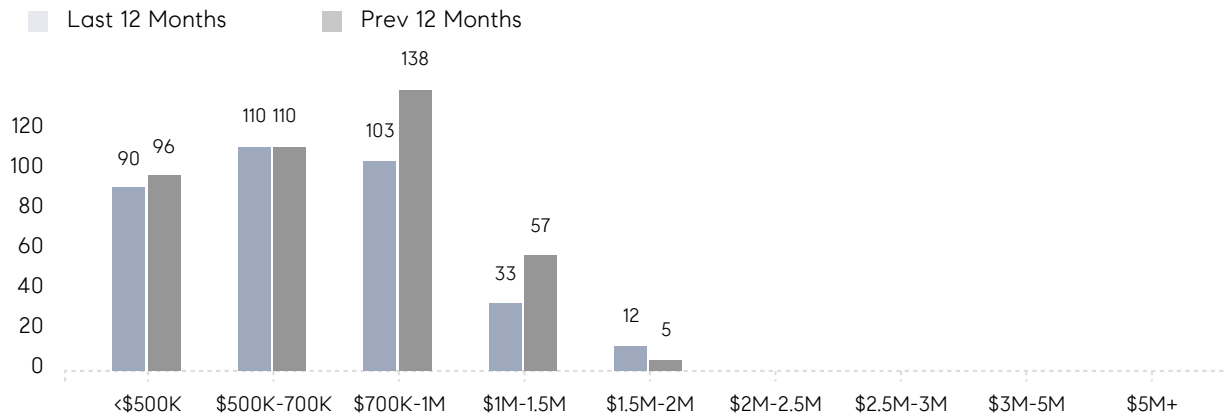
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Mendham Borough

SEPTEMBER 2023

UNDER CONTRACT

7	\$1.5M	\$1.3M
Total Properties	Average Price	Median Price
-12%	68%	92%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

UNITS SOLD

6	\$639K	\$655K
Total Properties	Average Price	Median Price
-14%	3%	14%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

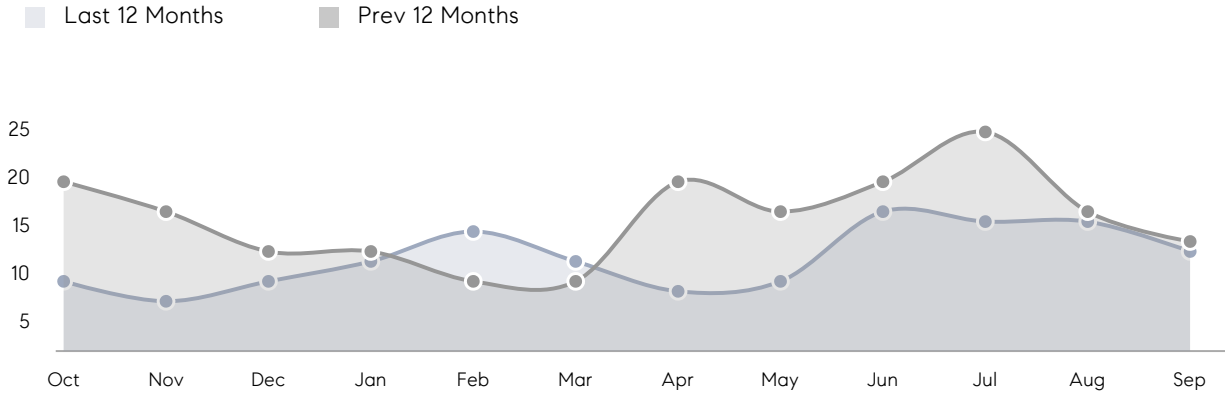
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	16	61	-74%
	% OF ASKING PRICE	103%	95%	
	AVERAGE SOLD PRICE	\$639,500	\$620,571	3.1%
	# OF CONTRACTS	7	8	-12.5%
	NEW LISTINGS	5	6	-17%
Houses	AVERAGE DOM	15	97	-85%
	% OF ASKING PRICE	102%	93%	
	AVERAGE SOLD PRICE	\$659,400	\$734,667	-10%
	# OF CONTRACTS	7	7	0%
	NEW LISTINGS	4	5	-20%
Condo/Co-op/TH	AVERAGE DOM	20	35	-43%
	% OF ASKING PRICE	110%	97%	
	AVERAGE SOLD PRICE	\$540,000	\$535,000	1%
	# OF CONTRACTS	0	1	%
	NEW LISTINGS	1	1	0%

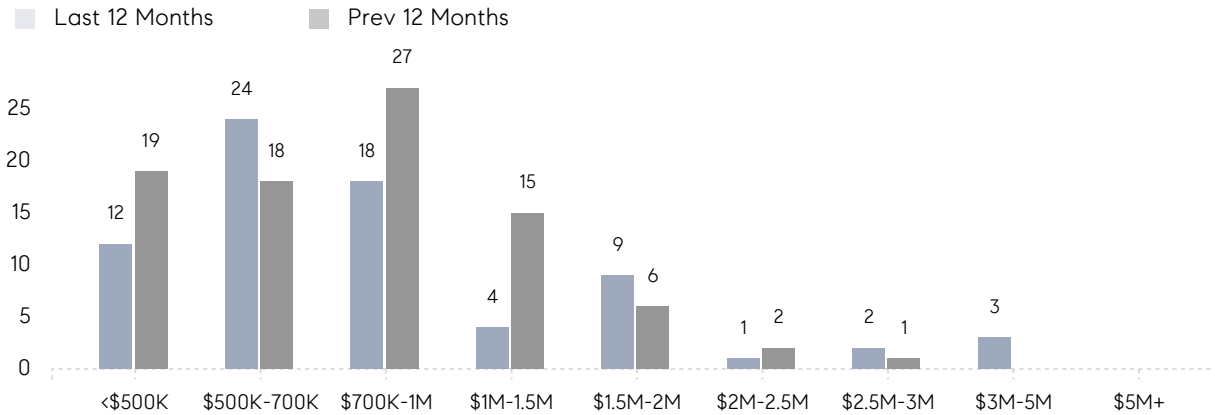
Mendham Borough

SEPTEMBER 2023

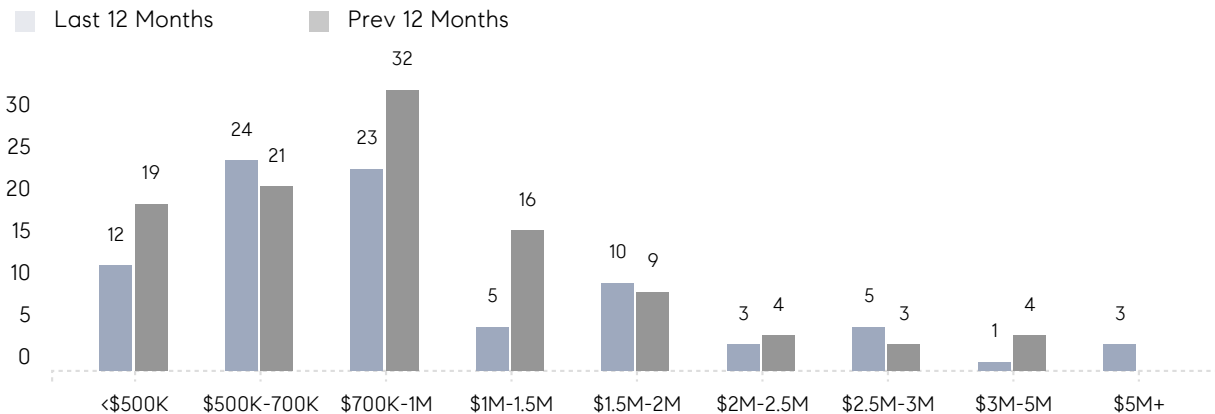
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Mendham Township

SEPTEMBER 2023

UNDER CONTRACT

8	\$1.6M	\$1.3M
Total Properties	Average Price	Median Price
33%	67%	54%
Increase From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

UNITS SOLD

8	\$1.1M	\$1.0M
Total Properties	Average Price	Median Price
33%	-1%	-17%
Increase From Sep 2022	Change From Sep 2022	Decrease From Sep 2022

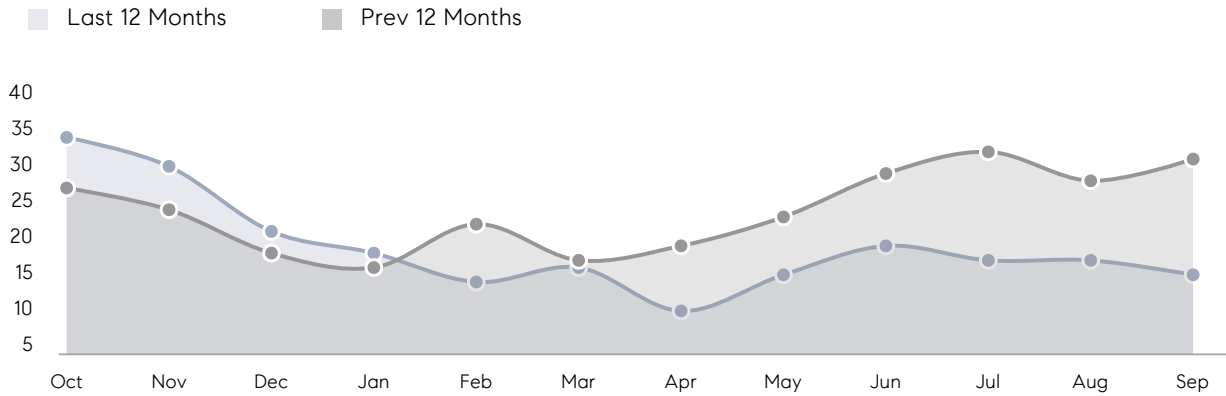
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	24	24	0%
	% OF ASKING PRICE	101%	100%	
	AVERAGE SOLD PRICE	\$1,146,974	\$1,157,333	-0.9%
	# OF CONTRACTS	8	6	33.3%
	NEW LISTINGS	9	11	-18%
Houses	AVERAGE DOM	24	24	0%
	% OF ASKING PRICE	99%	100%	
	AVERAGE SOLD PRICE	\$1,013,658	\$1,157,333	-12%
	# OF CONTRACTS	5	6	%
	NEW LISTINGS	3	11	-17%
Condo/Co-op/TH	AVERAGE DOM	24		%
	% OF ASKING PRICE	107%	-	-73%
	AVERAGE SOLD PRICE	\$1,546,922	-	% -
	# OF CONTRACTS	3	0	0%
	NEW LISTINGS	6	0	0%

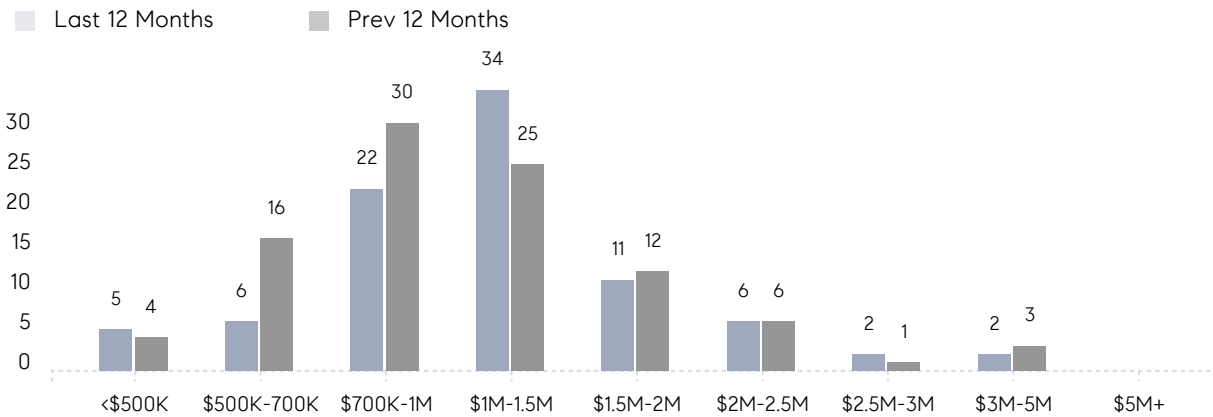
Mendham Township

SEPTEMBER 2023

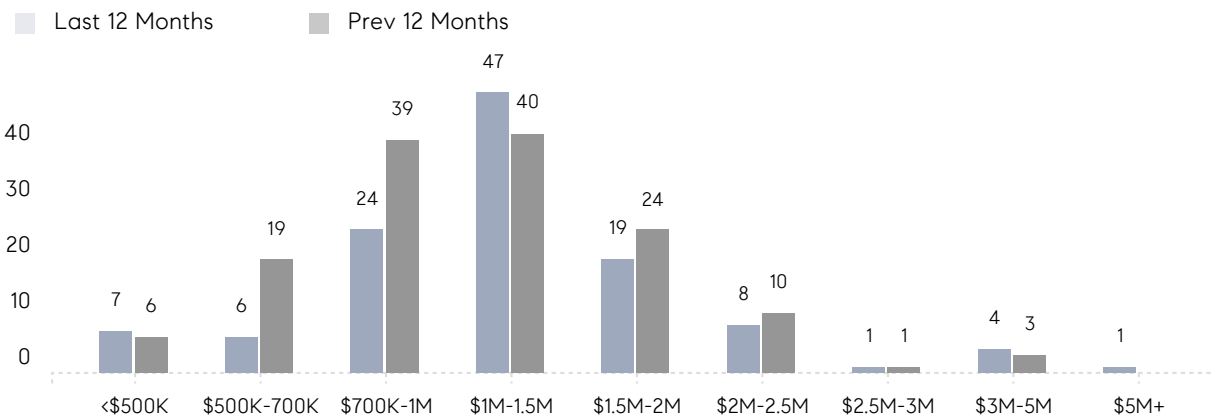
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Millburn

SEPTEMBER 2023

UNDER CONTRACT

4	\$2.7M	\$2.7M
Total Properties	Average Price	Median Price
-60%	99%	104%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

UNITS SOLD

8	\$1.1M	\$1.0M
Total Properties	Average Price	Median Price
-33%	35%	24%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

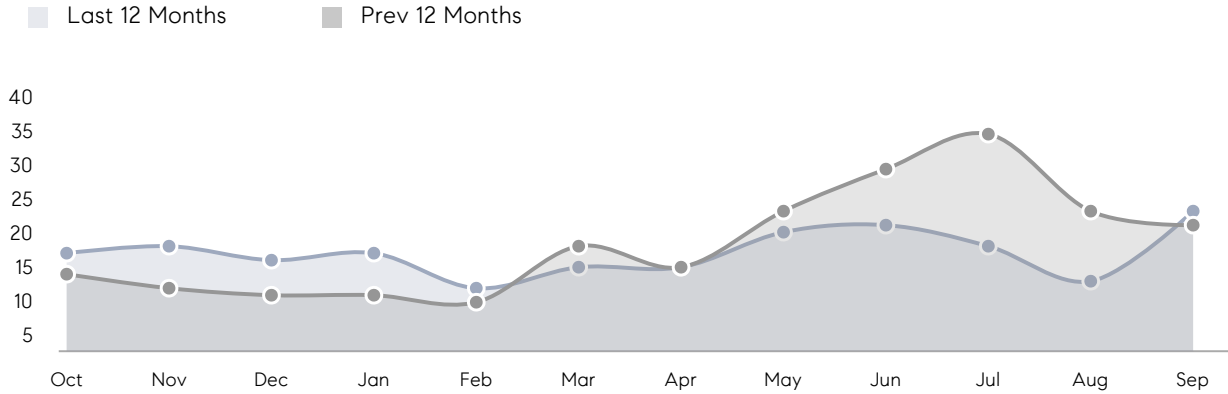
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	20	29	-31%
	% OF ASKING PRICE	106%	98%	
	AVERAGE SOLD PRICE	\$1,190,062	\$879,757	35.3%
	# OF CONTRACTS	4	10	-60.0%
	NEW LISTINGS	13	11	18%
Houses	AVERAGE DOM	11	25	-56%
	% OF ASKING PRICE	107%	98%	
	AVERAGE SOLD PRICE	\$1,317,214	\$899,709	46%
	# OF CONTRACTS	4	9	-56%
	NEW LISTINGS	8	9	-11%
Condo/Co-op/TH	AVERAGE DOM	86	47	83%
	% OF ASKING PRICE	97%	101%	
	AVERAGE SOLD PRICE	\$300,000	\$780,000	-62%
	# OF CONTRACTS	0	1	0%
	NEW LISTINGS	5	2	150%

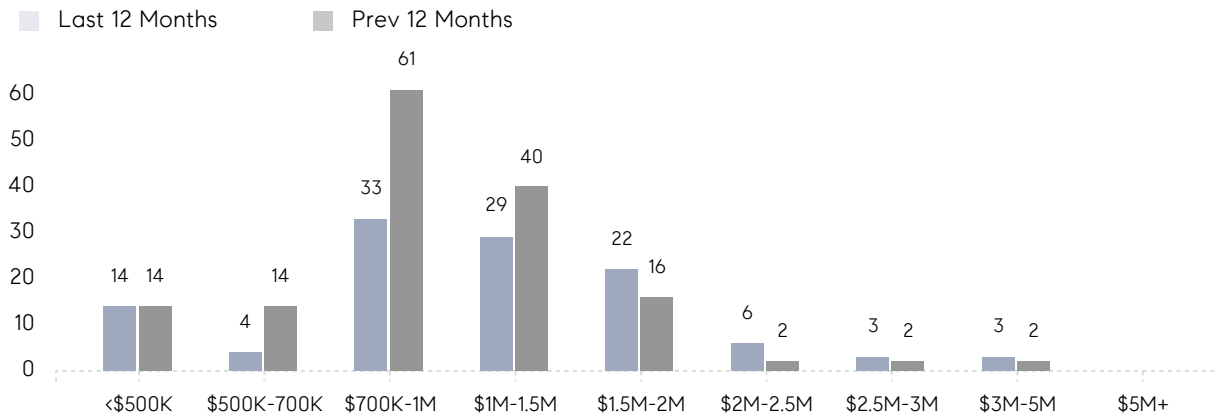
Millburn

SEPTEMBER 2023

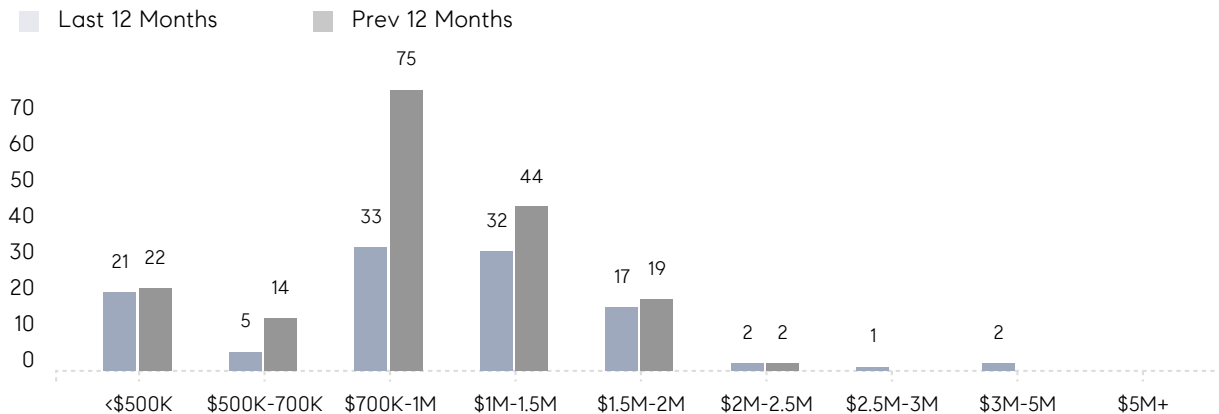
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Montclair

SEPTEMBER 2023

UNDER CONTRACT

21 **\$880K** **\$799K**

Total Average Median
Properties Price Price

-55% **-9%** **-11%**

Decrease From Decrease From Decrease From
Sep 2022 Sep 2022 Sep 2022

UNITS SOLD

25 **\$911K** **\$950K**

Total Average Median
Properties Price Price

-24% **-17%** **-5%**

Decrease From Decrease From Decrease From
Sep 2022 Sep 2022 Sep 2022

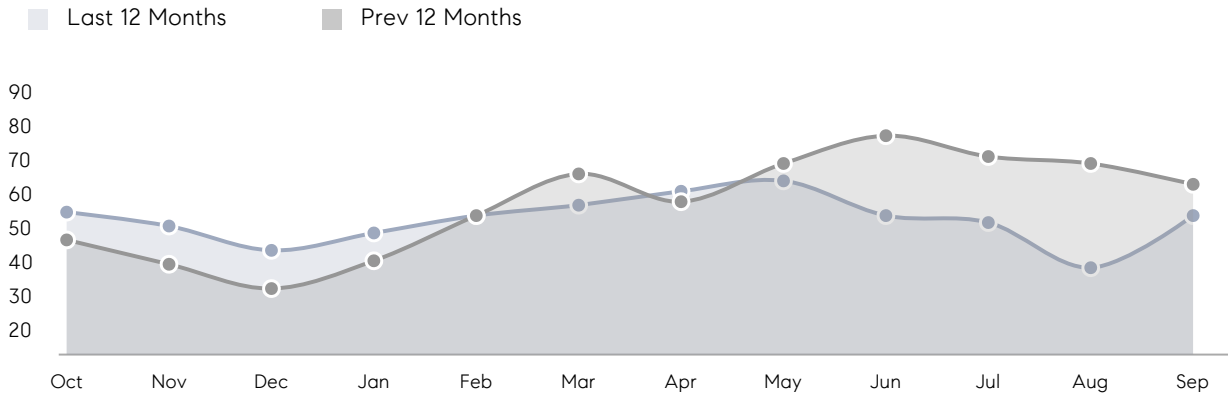
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	24	20	20%
	% OF ASKING PRICE	119%	117%	
	AVERAGE SOLD PRICE	\$911,544	\$1,098,485	-17.0%
	# OF CONTRACTS	21	47	-55.3%
	NEW LISTINGS	39	42	-7%
Houses	AVERAGE DOM	27	17	59%
	% OF ASKING PRICE	123%	121%	
	AVERAGE SOLD PRICE	\$1,082,701	\$1,293,480	-16%
	# OF CONTRACTS	17	36	-53%
	NEW LISTINGS	34	32	6%
Condo/Co-op/TH	AVERAGE DOM	16	31	-48%
	% OF ASKING PRICE	110%	106%	
	AVERAGE SOLD PRICE	\$471,429	\$489,125	-4%
	# OF CONTRACTS	4	11	-64%
	NEW LISTINGS	5	10	-50%

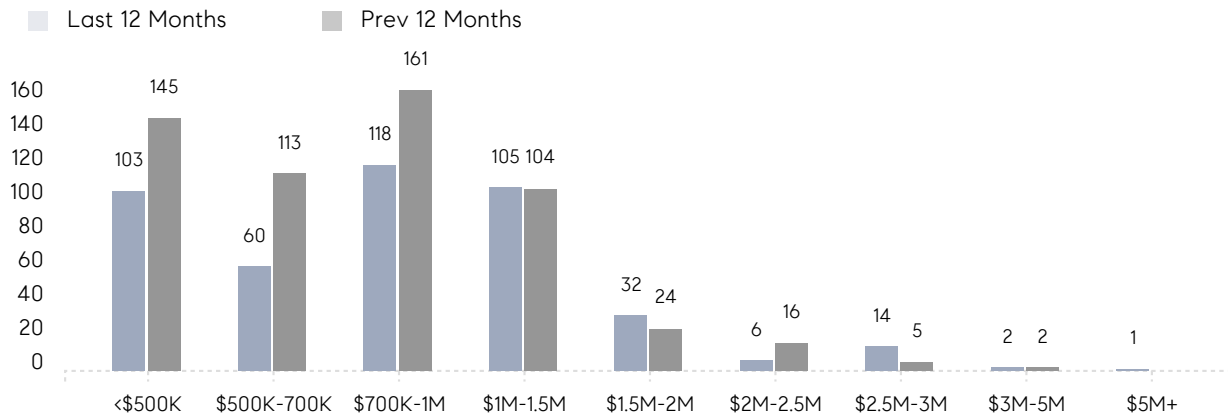
Montclair

SEPTEMBER 2023

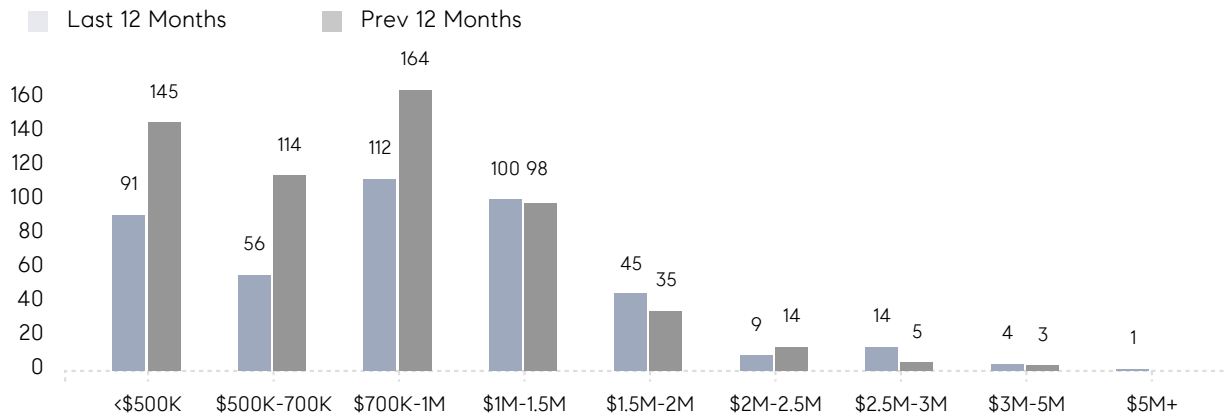
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Morris Township

SEPTEMBER 2023

UNDER CONTRACT

23 **\$820K** **\$749K**

Total Average Median
Properties Price Price

-8% **9%** **15%**
Decrease From Increase From Increase From
Sep 2022 Sep 2022 Sep 2022

UNITS SOLD

22 **\$747K** **\$717K**

Total Average Median
Properties Price Price

-39% **-8%** **-1%**
Decrease From Decrease From Change From
Sep 2022 Sep 2022 Sep 2022

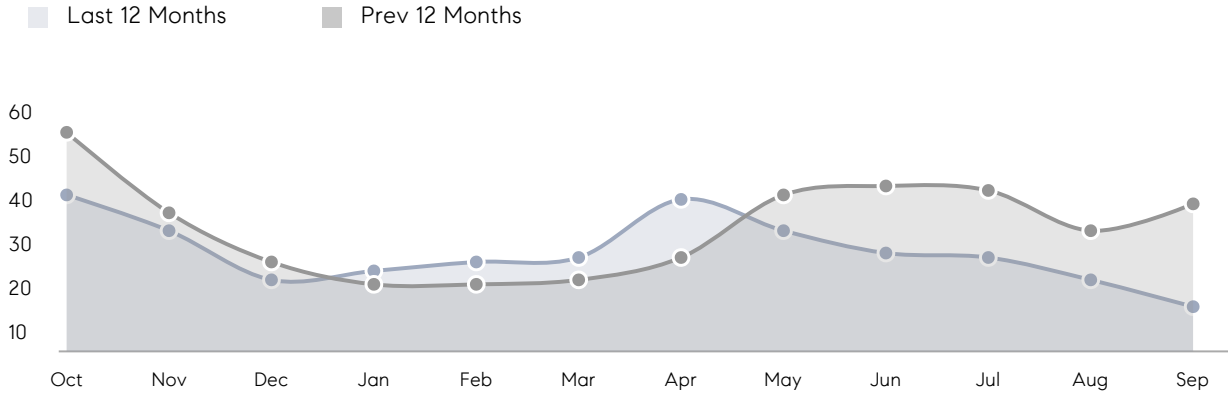
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	22	30	-27%
	% OF ASKING PRICE	104%	102%	
	AVERAGE SOLD PRICE	\$747,973	\$810,762	-7.7%
	# OF CONTRACTS	23	25	-8.0%
	NEW LISTINGS	20	39	-49%
Houses	AVERAGE DOM	20	34	-41%
	% OF ASKING PRICE	103%	103%	
	AVERAGE SOLD PRICE	\$819,729	\$860,973	-5%
	# OF CONTRACTS	15	17	-12%
	NEW LISTINGS	14	31	-55%
Condo/Co-op/TH	AVERAGE DOM	28	19	47%
	% OF ASKING PRICE	105%	99%	
	AVERAGE SOLD PRICE	\$504,000	\$696,645	-28%
	# OF CONTRACTS	8	8	0%
	NEW LISTINGS	6	8	-25%

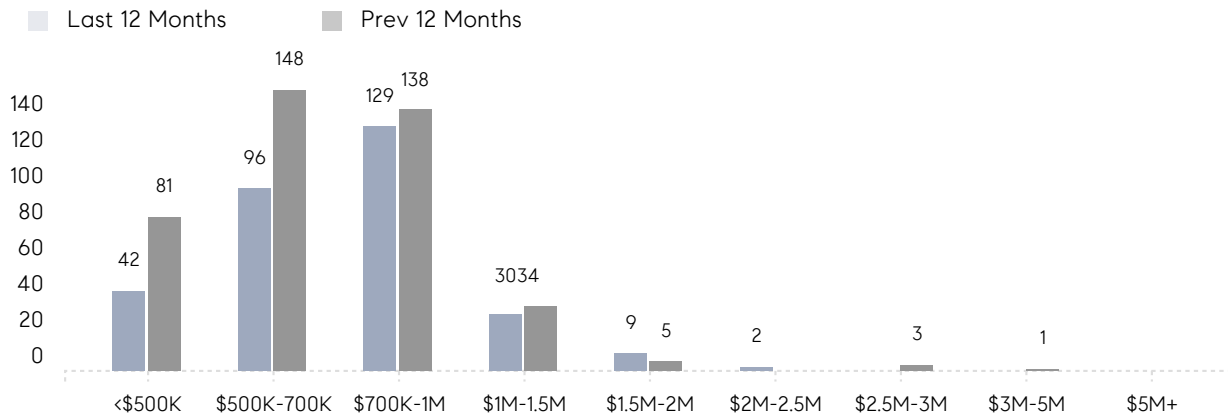
Morris Township

SEPTEMBER 2023

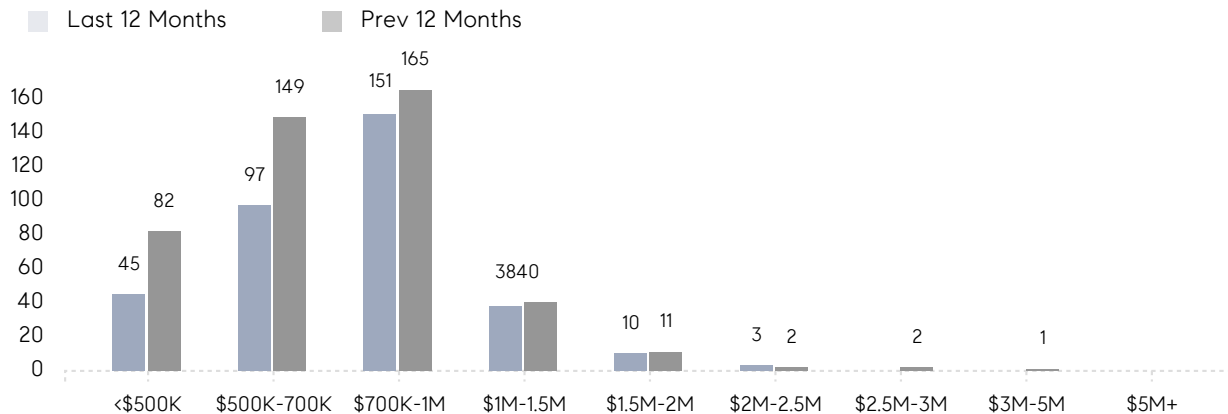
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Morristown

SEPTEMBER 2023

UNDER CONTRACT

15 **\$784K** **\$649K**

Total Average Median
Properties Price Price

25% **26%** **13%**
Increase Increase Increase
From From From
Sep Sep Sep
2022 2022 2022

UNITS SOLD

9 **\$708K** **\$602K**

Total Average Median
Properties Price Price

-50% **42%** **20%**
Decrease Increase Increase
From From From
Sep Sep Sep
2022 2022 2022

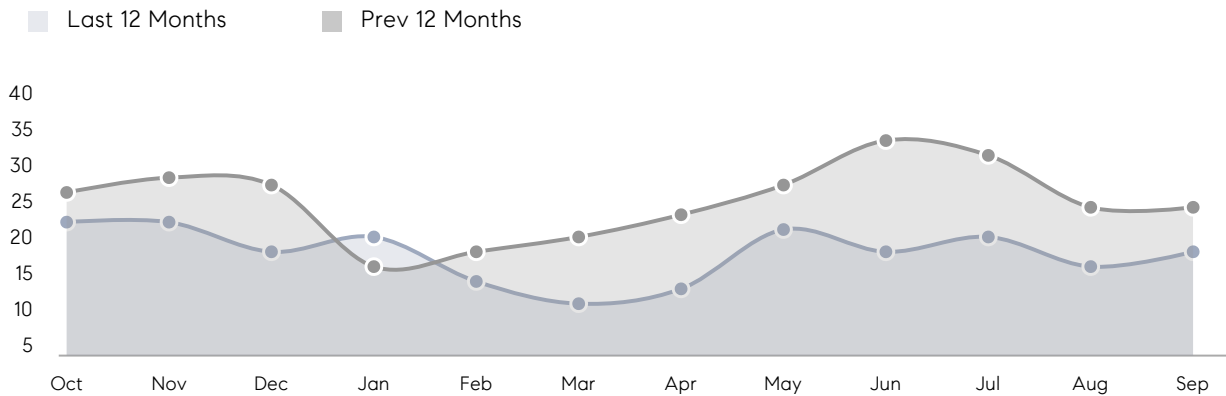
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	53	38	39%
	% OF ASKING PRICE	101%	103%	
	AVERAGE SOLD PRICE	\$708,111	\$499,084	41.9%
	# OF CONTRACTS	15	12	25.0%
	NEW LISTINGS	24	19	26%
Houses	AVERAGE DOM	91	42	117%
	% OF ASKING PRICE	98%	104%	
	AVERAGE SOLD PRICE	\$944,000	\$589,001	60
	# OF CONTRACTS	9	5	%
	NEW LISTINGS	13	10	80
Condo/Co-op/TH	AVERAGE DOM	34	32	%
	% OF ASKING PRICE	103%	101%	30
	AVERAGE SOLD PRICE	\$590,167	\$386,688	33%
	# OF CONTRACTS	6	7	14%
	NEW LISTINGS	11	9	22%

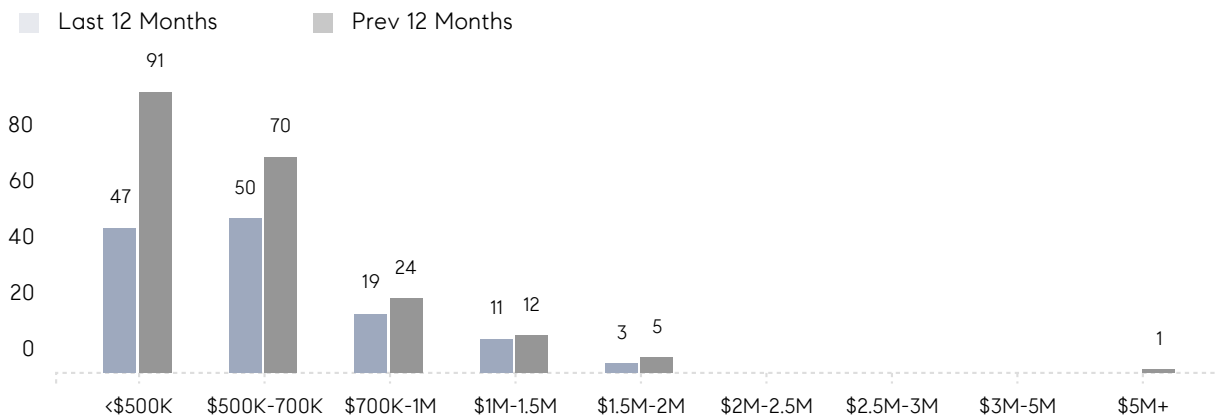
Morristown

SEPTEMBER 2023

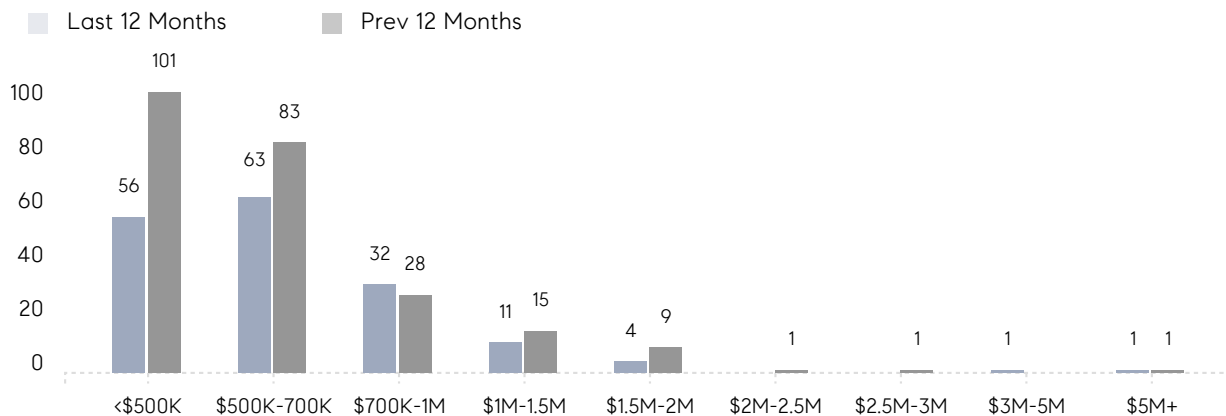
Monthly Inventory



Contracts By Price Range



Listings By Price Range



New Providence

SEPTEMBER 2023

UNDER CONTRACT

6	\$846K	\$744K
Total Properties	Average Price	Median Price
-50%	17%	16%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

UNITS SOLD

6	\$869K	\$820K
Total Properties	Average Price	Median Price
-54%	7%	8%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

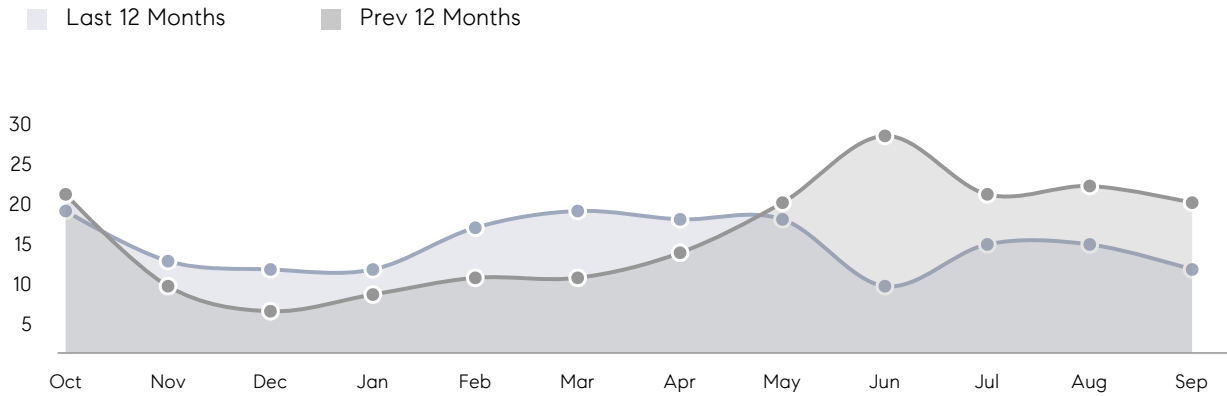
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	12	23	-48%
	% OF ASKING PRICE	111%	102%	
	AVERAGE SOLD PRICE	\$869,167	\$811,462	7.1%
	# OF CONTRACTS	6	12	-50.0%
	NEW LISTINGS	8	14	-43%
Houses	AVERAGE DOM	12	25	-52%
	% OF ASKING PRICE	111%	102%	
	AVERAGE SOLD PRICE	\$869,167	\$765,818	13%
	# OF CONTRACTS	6	10	-40%
	NEW LISTINGS	7	13	-46%
Condo/Co-op/TH	AVERAGE DOM	-	10	-
	% OF ASKING PRICE	-	106%	
	AVERAGE SOLD PRICE	-	\$1,062,500	
	# OF CONTRACTS	0	2	0%
	NEW LISTINGS	1	1	0%

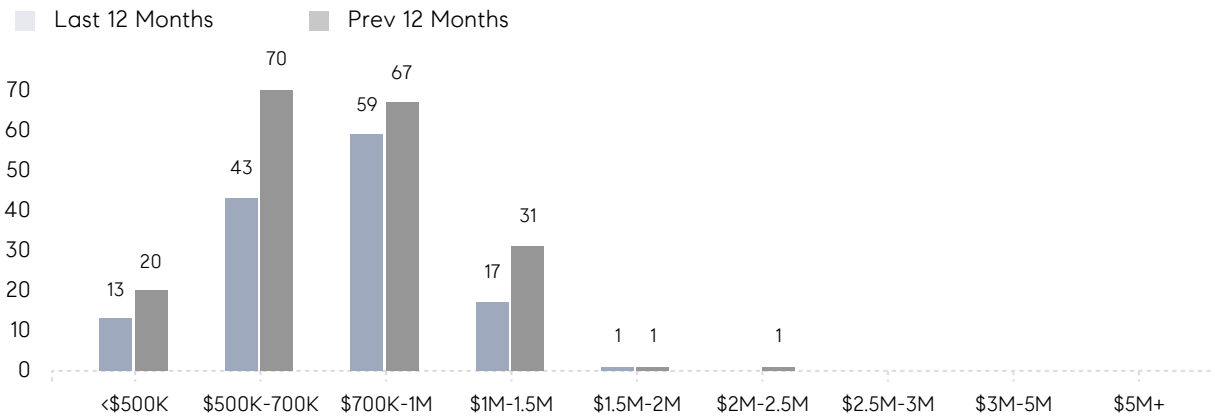
New Providence

SEPTEMBER 2023

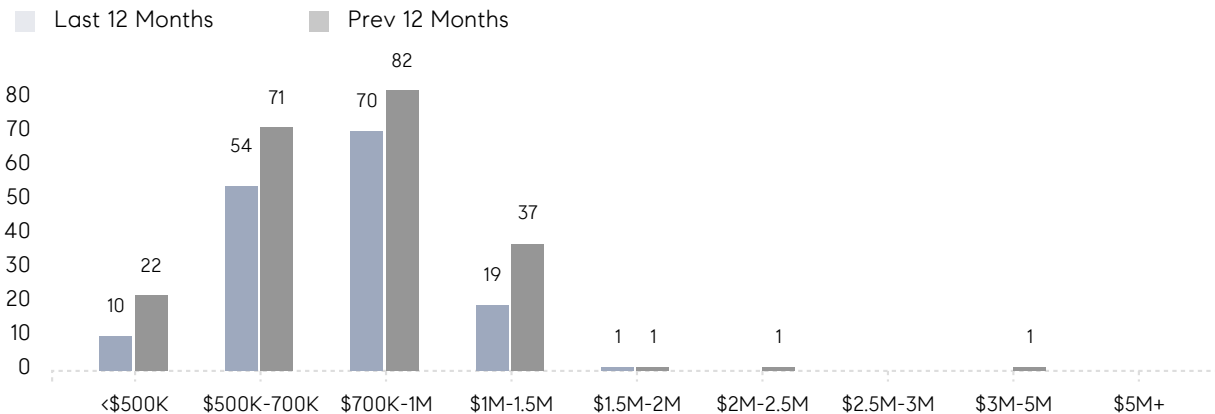
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Orange

SEPTEMBER 2023

UNDER CONTRACT

10 **\$314K** **\$304K**

Total Average Median
Properties Price Price

0% **-25%** **-25%**

Change Decrease From Decrease From
From Sep 2022 Sep 2022
2022 Sep Sep

UNITS SOLD

9 **\$379K** **\$365K**

Total Average Median
Properties Price Price

50% **-5%** **-1%**

Increase Decrease From Change From
From Sep 2022 Sep 2022
2022 Sep Sep

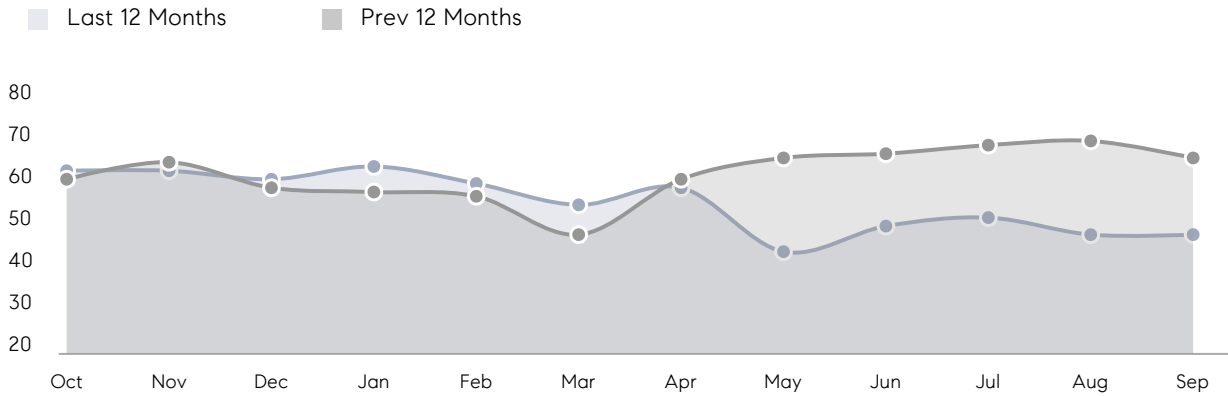
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	34	37	-8%
	% OF ASKING PRICE	102%	105%	
	AVERAGE SOLD PRICE	\$379,444	\$400,000	-5.1%
	# OF CONTRACTS	10	10	0.0%
	NEW LISTINGS	15	11	36%
Houses	AVERAGE DOM	42	37	14%
	% OF ASKING PRICE	98%	105%	
	AVERAGE SOLD PRICE	\$480,000	\$400,000	20%
	# OF CONTRACTS	8	9	-11%
	NEW LISTINGS	11	9	22%
Condo/Co-op/TH	AVERAGE DOM	24	-	-
	% OF ASKING PRICE	107%	-	-
	AVERAGE SOLD PRICE	\$253,750	-	-
	# OF CONTRACTS	2	1	100%
	NEW LISTINGS	4	2	100%

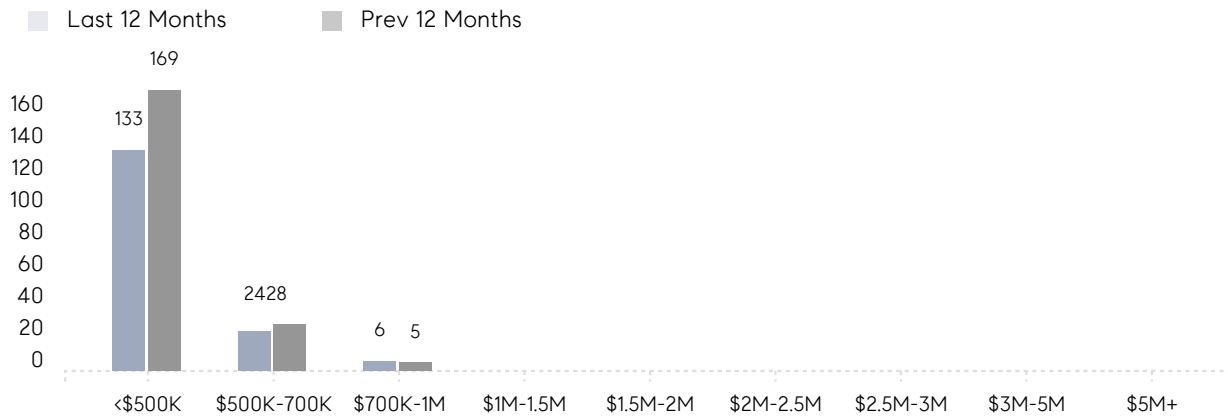
Orange

SEPTEMBER 2023

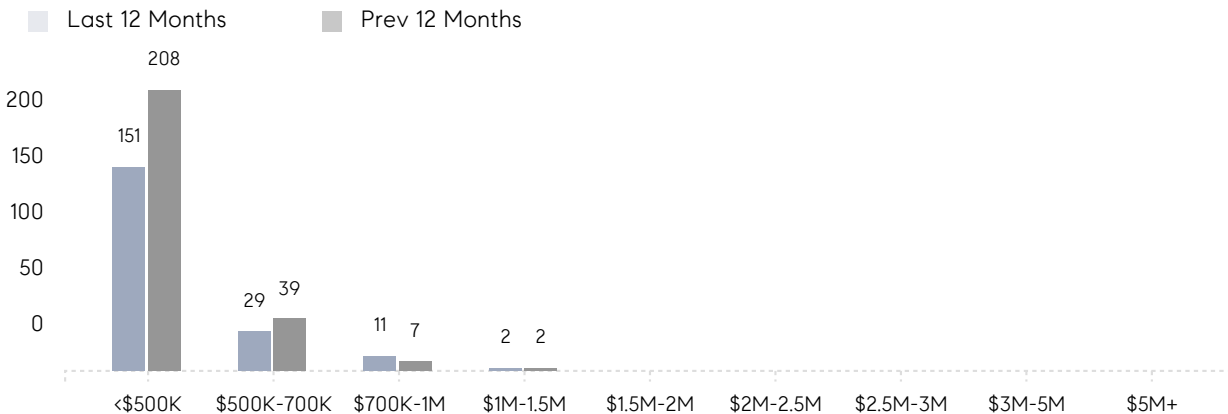
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Short Hills

SEPTEMBER 2023

UNDER CONTRACT

5	\$2.9M	\$2.9M
Total Properties	Average Price	Median Price
-50%	39%	55%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

UNITS SOLD

7	\$2.0M	\$1.7M
Total Properties	Average Price	Median Price
-59%	0%	-10%
Decrease From Sep 2022	Change From Sep 2022	Decrease From Sep 2022

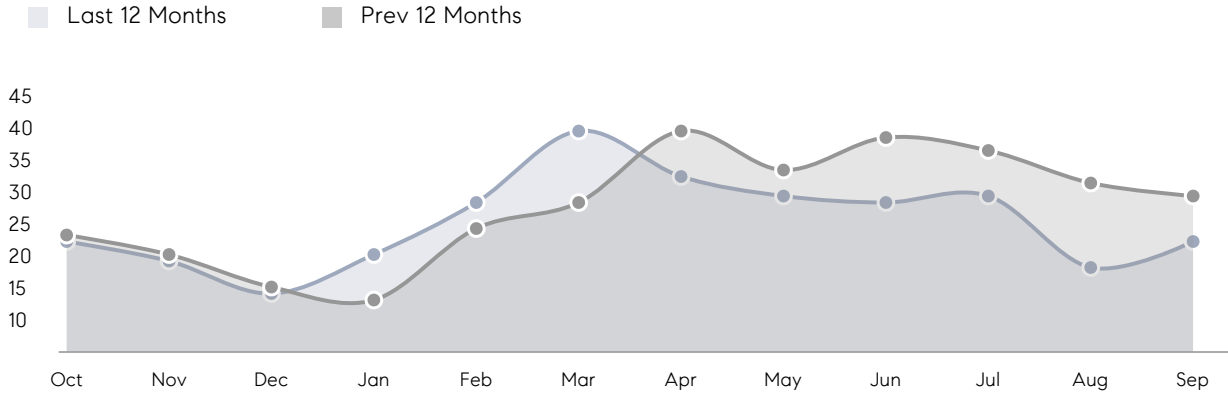
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	18	25	-28%
	% OF ASKING PRICE	106%	103%	
	AVERAGE SOLD PRICE	\$2,096,857	\$2,101,176	-0.2%
	# OF CONTRACTS	5	10	-50.0%
	NEW LISTINGS	17	14	21%
Houses	AVERAGE DOM	18	25	-28%
	% OF ASKING PRICE	106%	103%	
	AVERAGE SOLD PRICE	\$2,096,857	\$2,101,176	0%
	# OF CONTRACTS	5	10	-50%
	NEW LISTINGS	17	14	21%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	-
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

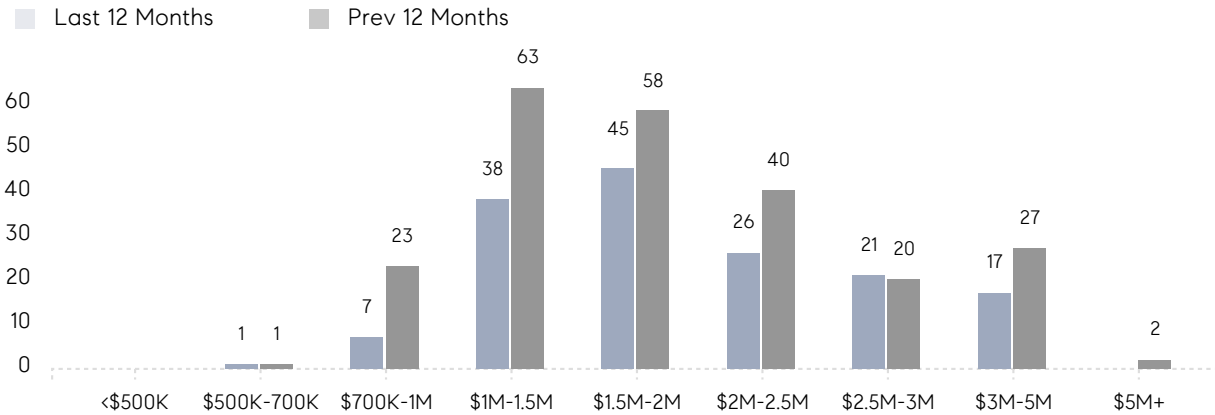
Short Hills

SEPTEMBER 2023

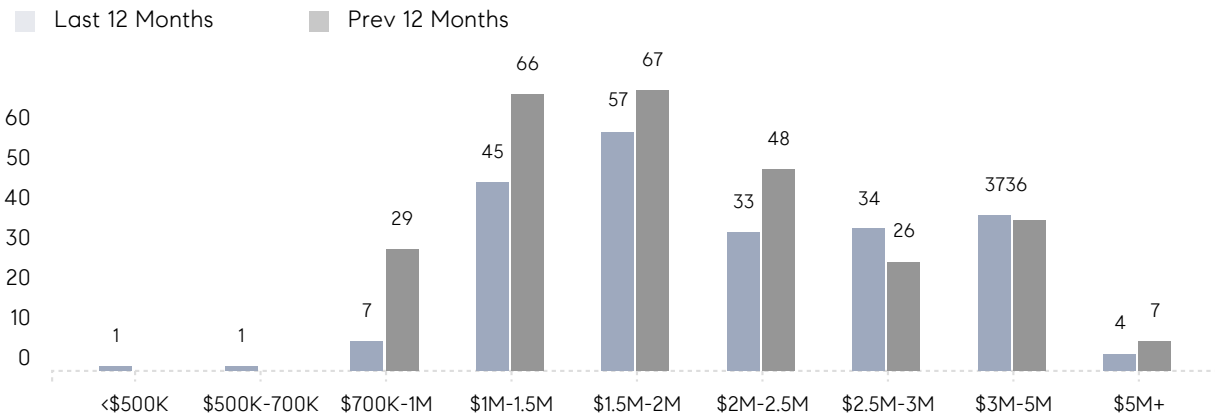
Monthly Inventory



Contracts By Price Range



Listings By Price Range



South Orange

SEPTEMBER 2023

UNDER CONTRACT

17 **\$829K** **\$799K**

Total Average Median
Properties Price Price

113% **-5%** **-6%**
Increase Decrease From Decrease From
From Sep Sep 2022 Sep 2022
2022 2022

UNITS SOLD

17 **\$804K** **\$815K**

Total Average Median
Properties Price Price

0% **20%** **34%**
Change Increase Increase
From From From
2022 Sep Sep
2022 2022 2022

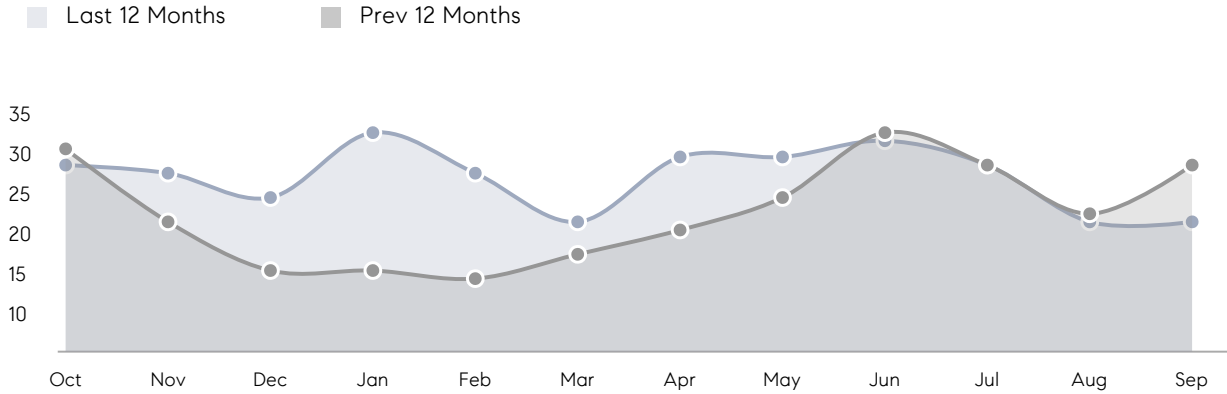
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	30	24	25%
	% OF ASKING PRICE	107%	110%	
	AVERAGE SOLD PRICE	\$804,676	\$671,647	19.8%
	# OF CONTRACTS	17	8	112.5%
	NEW LISTINGS	20	19	5%
Houses	AVERAGE DOM	28	19	47%
	% OF ASKING PRICE	106%	113%	
	AVERAGE SOLD PRICE	\$886,036	\$822,923	8%
	# OF CONTRACTS	15	8	88%
	NEW LISTINGS	18	16	13%
Condo/Co-op/TH	AVERAGE DOM	41	42	-2%
	% OF ASKING PRICE	113%	99%	
	AVERAGE SOLD PRICE	\$425,000	\$180,000	136%
	# OF CONTRACTS	2	0	0%
	NEW LISTINGS	2	3	-33%

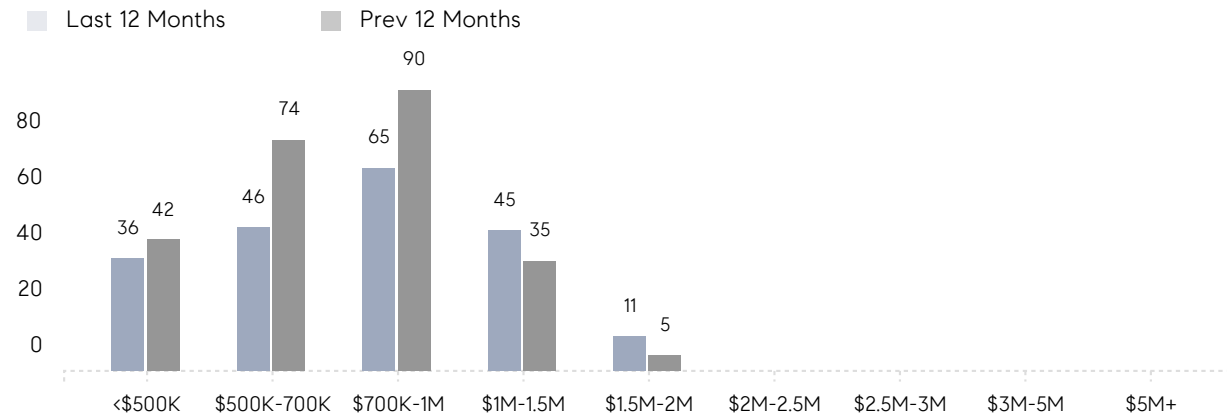
South Orange

SEPTEMBER 2023

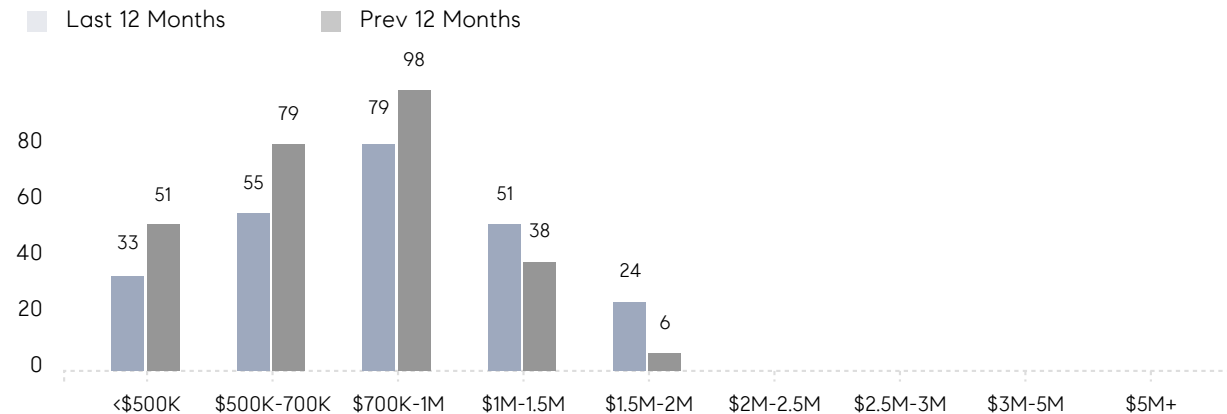
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Springfield

SEPTEMBER 2023

UNDER CONTRACT

12	\$547K	\$495K
Total Properties	Average Price	Median Price
-40%	10%	3%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

UNITS SOLD

8	\$1.0M	\$695K
Total Properties	Average Price	Median Price
-43%	76%	13%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

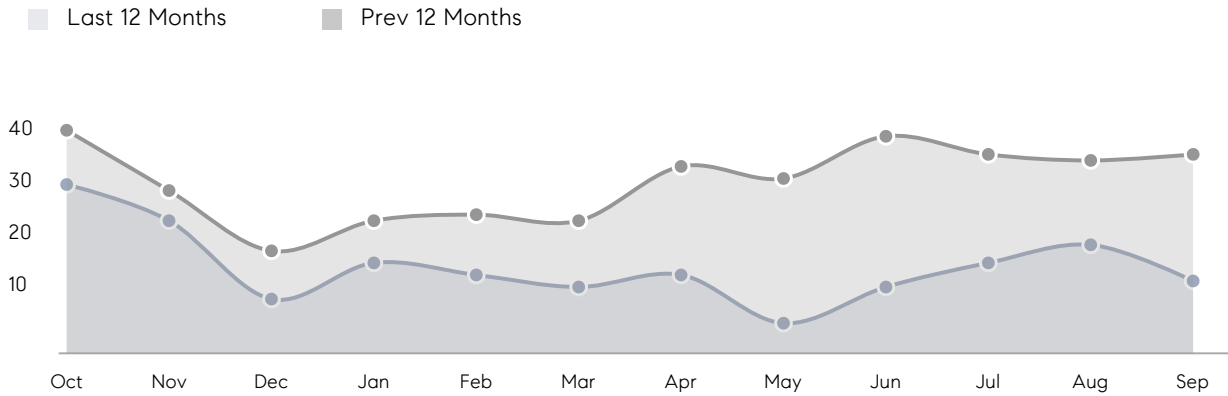
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	37	23	61%
	% OF ASKING PRICE	101%	102%	
	AVERAGE SOLD PRICE	\$1,093,250	\$621,780	75.8%
	# OF CONTRACTS	12	20	-40.0%
	NEW LISTINGS	9	25	-64%
Houses	AVERAGE DOM	37	25	48%
	% OF ASKING PRICE	101%	101%	
	AVERAGE SOLD PRICE	\$1,093,250	\$637,071	72%
	# OF CONTRACTS	6	14	-57%
	NEW LISTINGS	6	22	-73%
Condo/Co-op/TH	AVERAGE DOM	-	0	-
	% OF ASKING PRICE	-	106%	
	AVERAGE SOLD PRICE	-	\$423,000	
	# OF CONTRACTS	6	6	0%
	NEW LISTINGS	3	3	0%

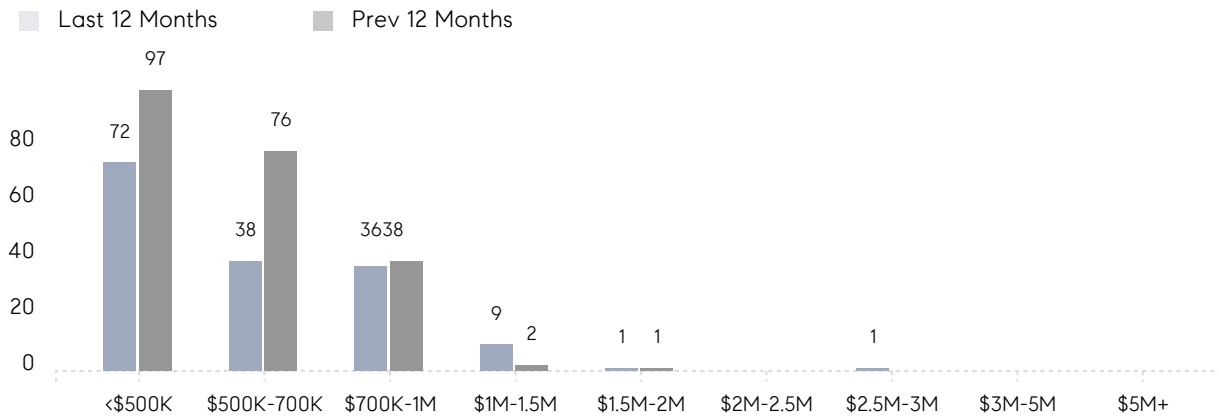
Springfield

SEPTEMBER 2023

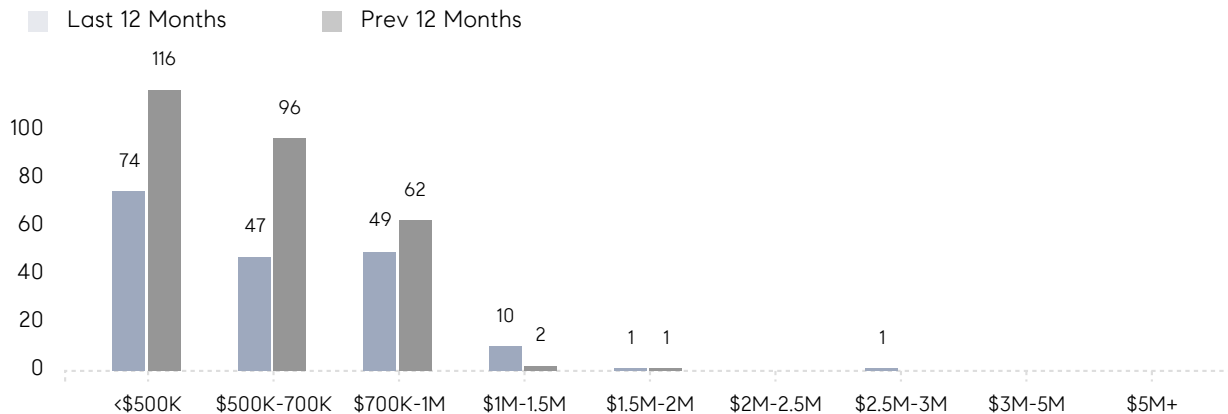
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Summit

SEPTEMBER 2023

UNDER CONTRACT

19	\$1.4M	\$1.1M
Total Properties	Average Price	Median Price
-10%	35%	60%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

UNITS SOLD

20	\$1.3M	\$999K
Total Properties	Average Price	Median Price
-5%	16%	30%
Decrease From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

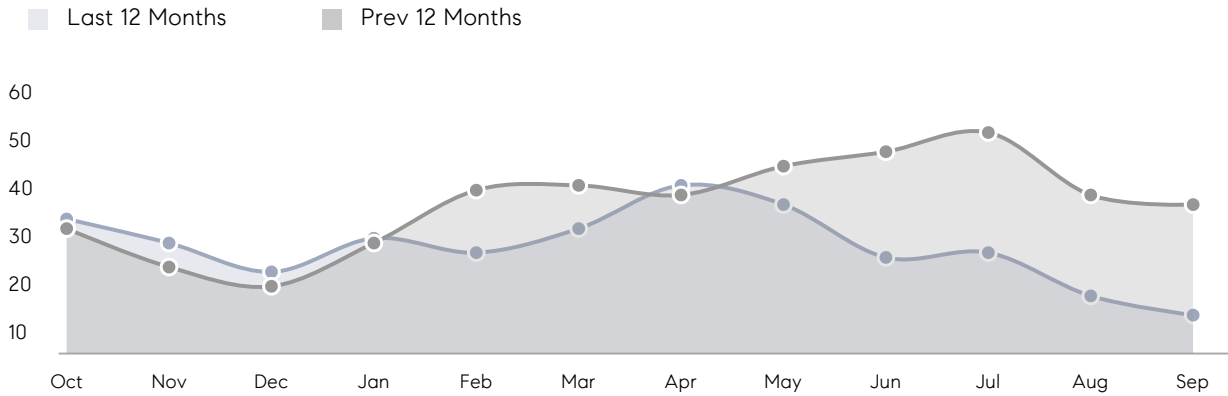
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	34	26	31%
	% OF ASKING PRICE	102%	101%	
	AVERAGE SOLD PRICE	\$1,354,545	\$1,165,714	16.2%
	# OF CONTRACTS	19	21	-9.5%
	NEW LISTINGS	18	29	-38%
Houses	AVERAGE DOM	24	25	-4%
	% OF ASKING PRICE	102%	100%	
	AVERAGE SOLD PRICE	\$1,453,244	\$1,409,667	3%
	# OF CONTRACTS	14	15	-7%
	NEW LISTINGS	11	18	-39%
Condo/Co-op/TH	AVERAGE DOM	74	27	174%
	% OF ASKING PRICE	100%	103%	
	AVERAGE SOLD PRICE	\$959,750	\$555,833	73%
	# OF CONTRACTS	5	6	-17%
	NEW LISTINGS	7	11	-36%

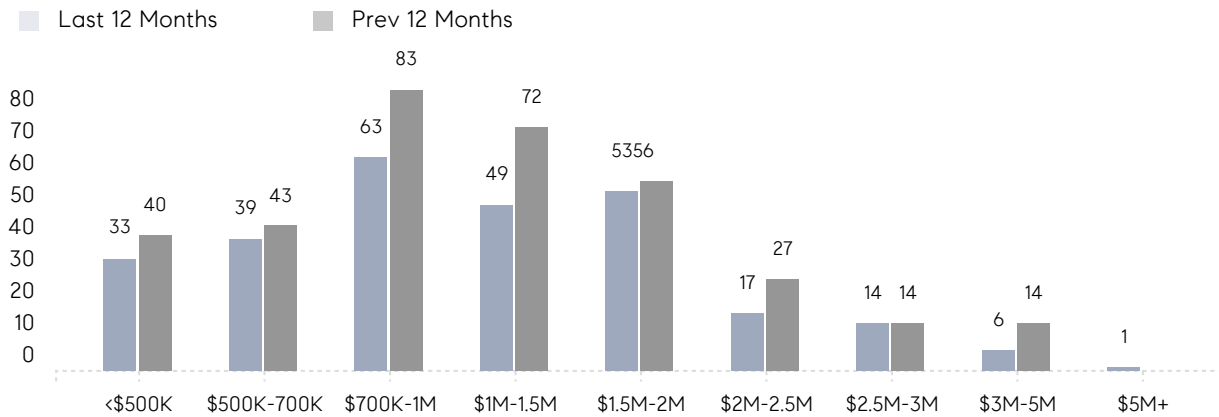
Summit

SEPTEMBER 2023

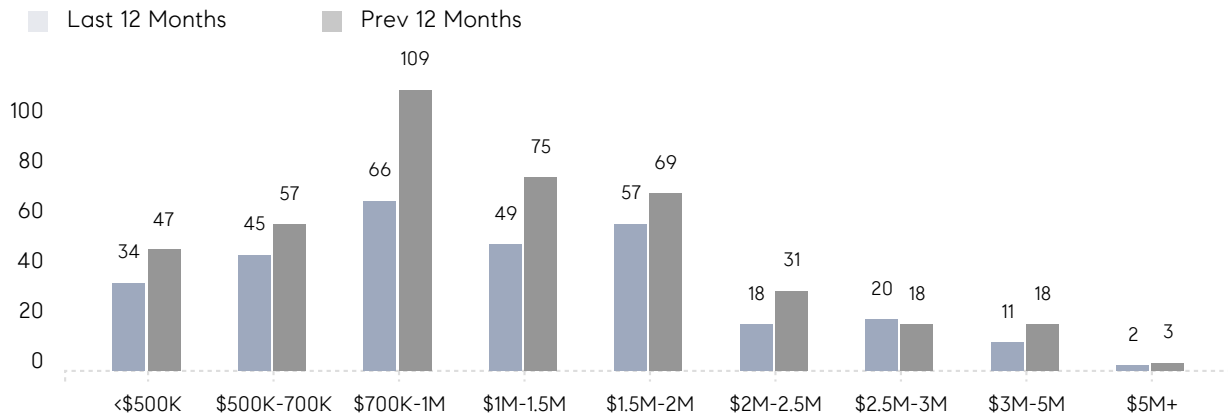
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Union

SEPTEMBER 2023

UNDER CONTRACT

36 **\$478K** **\$479K**

Total Average Median
Properties Price Price

-47% **3%** **7%**
Decrease From Increase From Increase From
Sep 2022 Sep 2022 Sep 2022

UNITS SOLD

34 **\$499K** **\$520K**

Total Average Median
Properties Price Price

-41% **8%** **15%**
Decrease From Increase From Increase From
Sep 2022 Sep 2022 Sep 2022

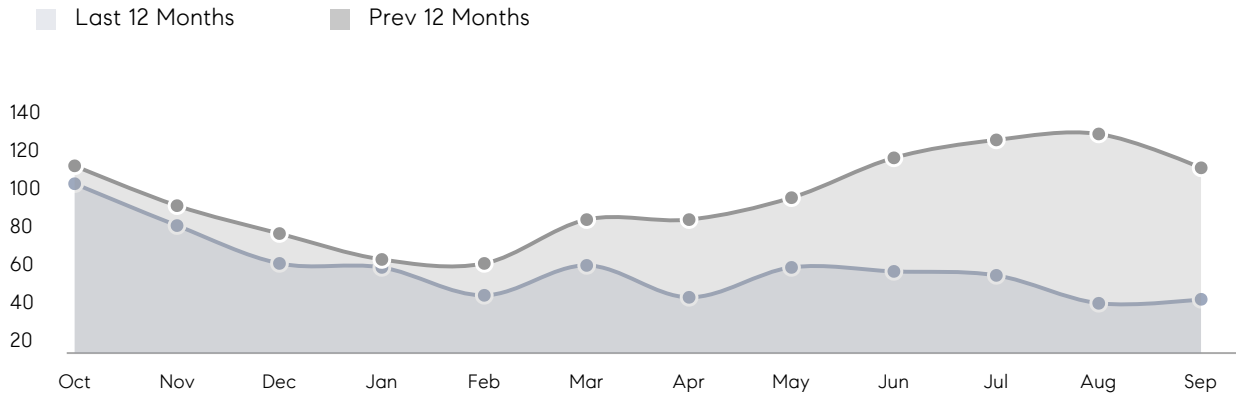
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	24	34	-29%
	% OF ASKING PRICE	106%	104%	
	AVERAGE SOLD PRICE	\$499,235	\$460,879	8.3%
	# OF CONTRACTS	36	68	-47.1%
	NEW LISTINGS	50	74	-32%
Houses	AVERAGE DOM	25	36	-31%
	% OF ASKING PRICE	106%	104%	
	AVERAGE SOLD PRICE	\$524,323	\$491,980	7%
	# OF CONTRACTS	28	64	-56%
	NEW LISTINGS	43	69	-38%
Condo/Co-op/TH	AVERAGE DOM	18	23	-22%
	% OF ASKING PRICE	107%	101%	
	AVERAGE SOLD PRICE	\$240,000	\$266,500	-10%
	# OF CONTRACTS	8	4	%
	NEW LISTINGS	7	5	100%
				%
				40%

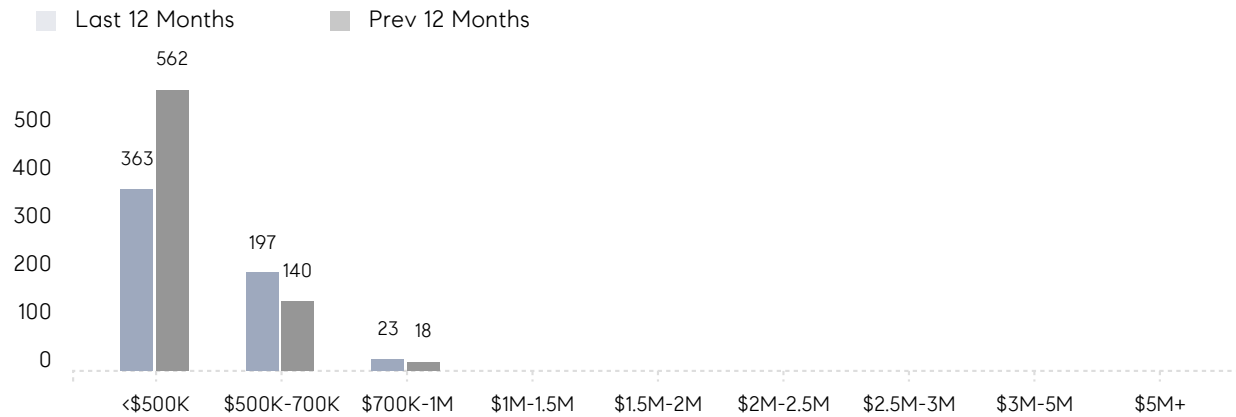
Union

SEPTEMBER 2023

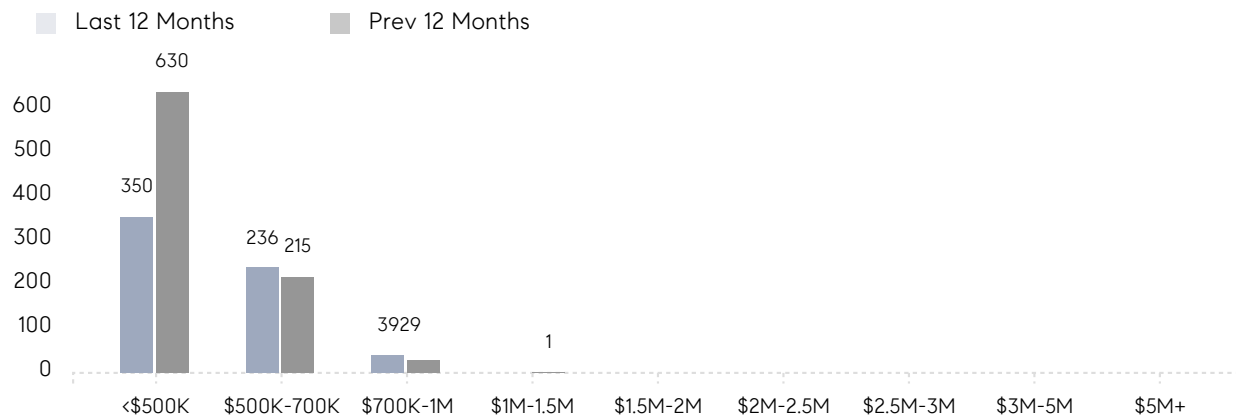
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Verona

SEPTEMBER 2023

UNDER CONTRACT

15 **\$558K** **\$549K**

Total Average Median
Properties Price Price

7% **-5%** **-4%**
Increase Decrease Decrease
From From From
Sep Sep Sep
2022 2022 2022

UNITS SOLD

19 **\$545K** **\$542K**

Total Average Median
Properties Price Price

6% **6%** **4%**
Increase Increase Increase
From From From
Sep Sep Sep
2022 2022 2022

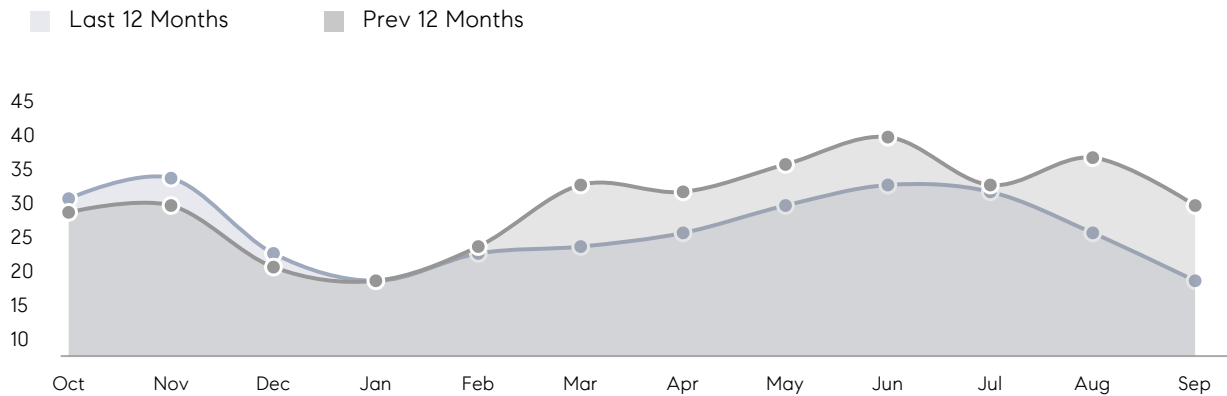
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	23	33	-30%
	% OF ASKING PRICE	107%	105%	
	AVERAGE SOLD PRICE	\$545,062	\$513,806	6.1%
	# OF CONTRACTS	15	14	7.1%
	NEW LISTINGS	11	15	-27%
Houses	AVERAGE DOM	23	23	%
	% OF ASKING PRICE	108%	107%	0%
	AVERAGE SOLD PRICE	\$760,908	\$618,750	23%
	# OF CONTRACTS	9	9	0%
	NEW LISTINGS	3	13	-77%
Condo/Co-op/TH	AVERAGE DOM	24	54	-56%
	% OF ASKING PRICE	107%	101%	
	AVERAGE SOLD PRICE	\$350,800	\$303,917	15%
	# OF CONTRACTS	6	5	20%
	NEW LISTINGS	8	2	300%

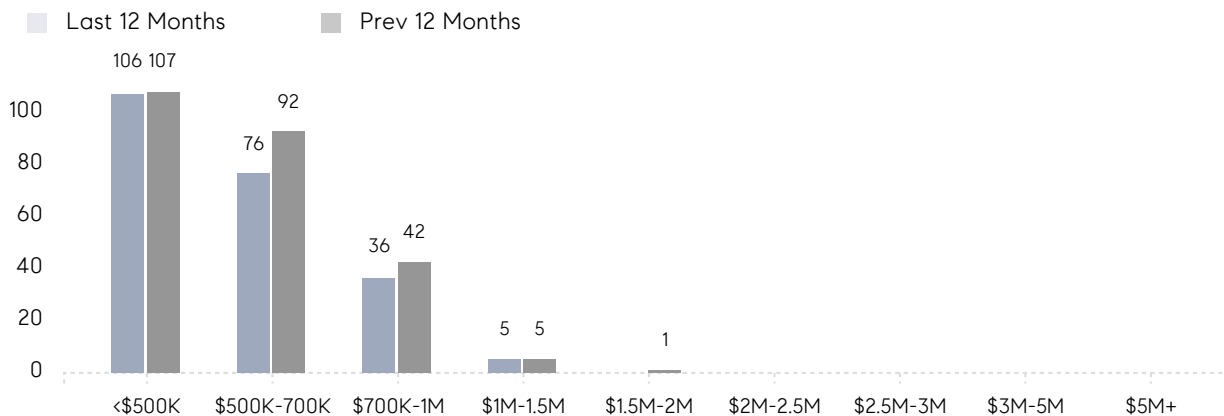
Verona

SEPTEMBER 2023

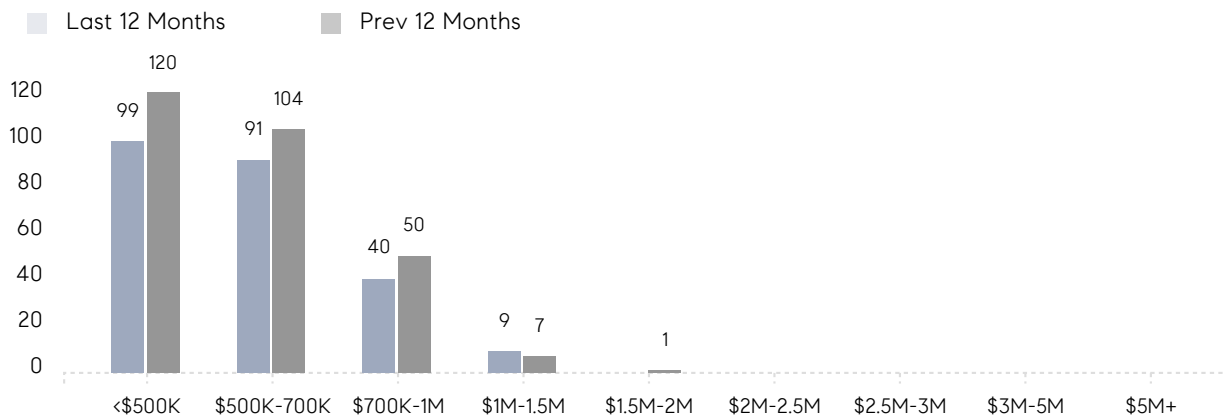
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Warren

SEPTEMBER 2023

UNDER CONTRACT

19 **\$1.0M** **\$949K**

Total Average Median
Properties Price Price

6% **-11%** **-18%**
Increase Decrease Decrease
From From From
Sep Sep 2022 Sep 2022
2022

UNITS SOLD

9 **\$1.4M** **\$1.6M**

Total Average Median
Properties Price Price

-62% **62%** **94%**
Decrease Increase Increase
From From From
Sep 2022 Sep 2022 Sep
2022

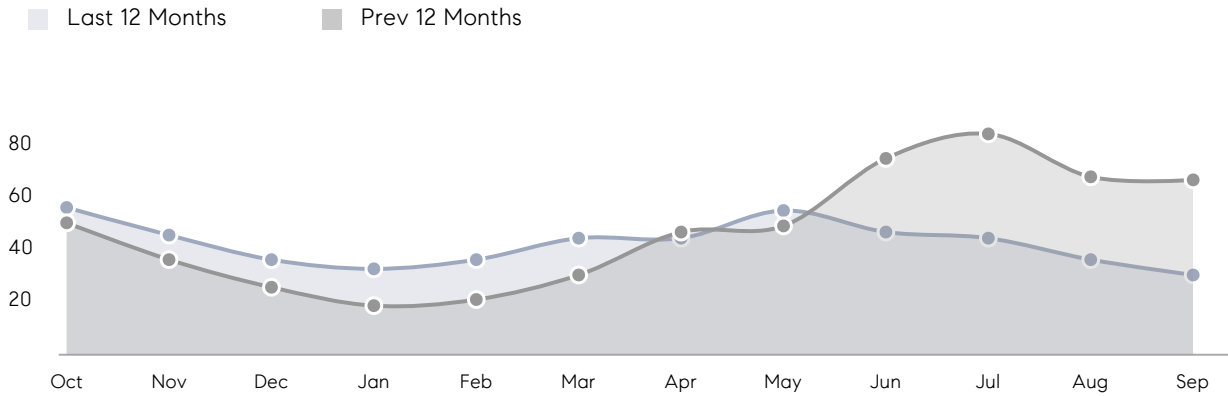
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	28	35	-20%
	% OF ASKING PRICE	103%	101%	
	AVERAGE SOLD PRICE	\$1,486,422	\$918,726	61.8%
	# OF CONTRACTS	19	18	5.6%
	NEW LISTINGS	20	26	-23%
Houses	AVERAGE DOM	28	35	-20%
	% OF ASKING PRICE	103%	101%	
	AVERAGE SOLD PRICE	\$1,486,422	\$929,095	60%
	# OF CONTRACTS	13	16	-19%
	NEW LISTINGS	15	21	-29%
Condo/Co-op/TH	AVERAGE DOM	-	30	-
	% OF ASKING PRICE	-	106%	
	AVERAGE SOLD PRICE	-	\$846,145	
	# OF CONTRACTS	6	2	200%
	NEW LISTINGS	5	5	0%

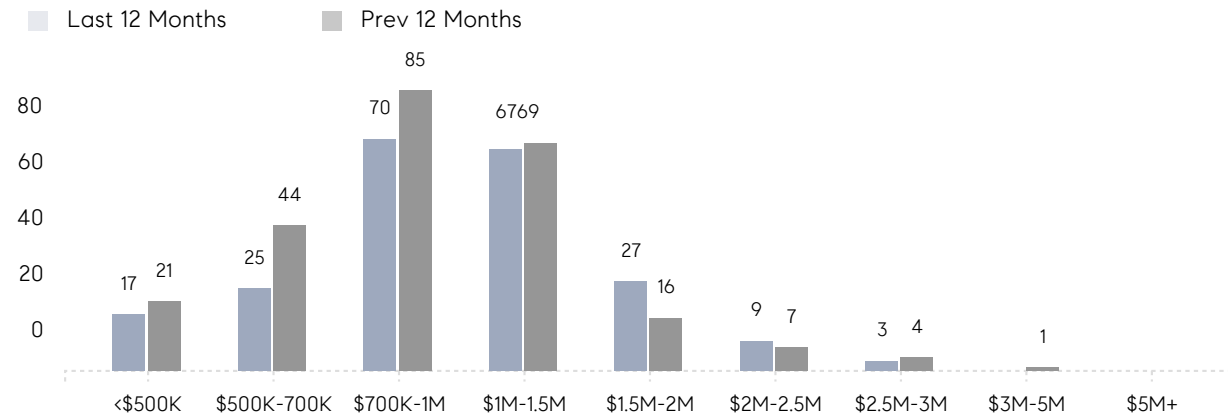
Warren

SEPTEMBER 2023

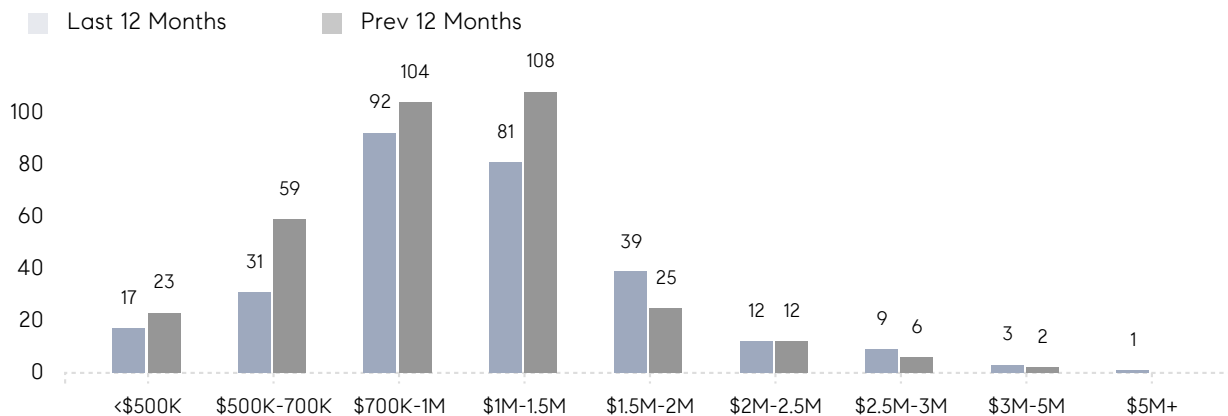
Monthly Inventory



Contracts By Price Range



Listings By Price Range



West Orange

SEPTEMBER 2023

UNDER CONTRACT

58 **\$541K** **\$460K**

Total Average Median
Properties e Price Price

14% **0%** **-8%**
Increase Change Decrease
From From From
Sep Sep Sep
2022 2022 2022

UNITS SOLD

47 **\$632K** **\$602K**

Total Average Median
Properties e Price Price

-41% **12%** **15%**
Decrease Increase Increase
From From From
Sep Sep Sep
2022 2022 2022

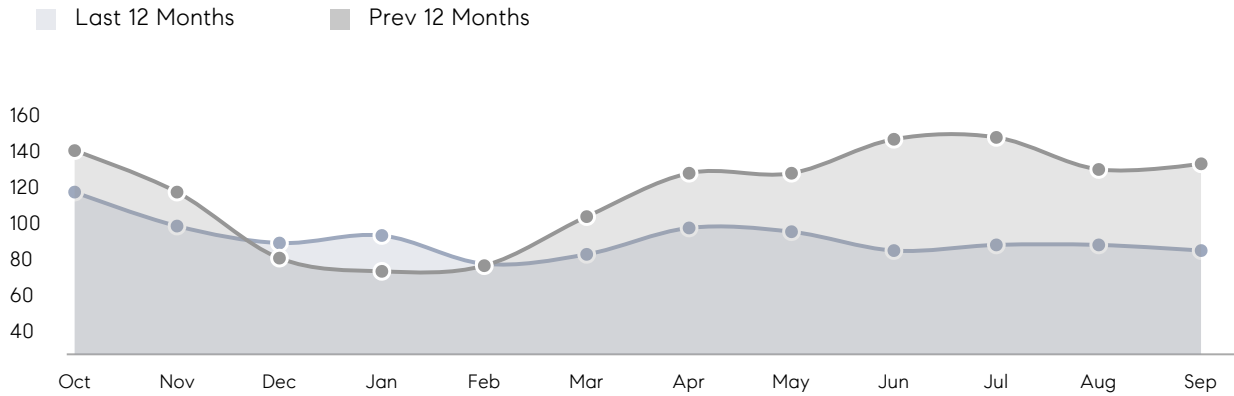
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	23	28	-18%
	% OF ASKING PRICE	107%	105%	
	AVERAGE SOLD PRICE	\$632,033	\$564,514	12.0%
	# OF CONTRACTS	58	51	13.7%
	NEW LISTINGS	57	73	-22%
Houses	AVERAGE DOM	22	31	-29%
	% OF ASKING PRICE	107%	106%	
	AVERAGE SOLD PRICE	\$693,098	\$588,910	18%
	# OF CONTRACTS	36	36	0%
	NEW LISTINGS	44	57	-23%
Condo/Co-op/TH	AVERAGE DOM	26	20	30%
	% OF ASKING PRICE	107%	104%	
	AVERAGE SOLD PRICE	\$513,719	\$497,133	3%
	# OF CONTRACTS	22	15	47%
	NEW LISTINGS	13	16	-19%

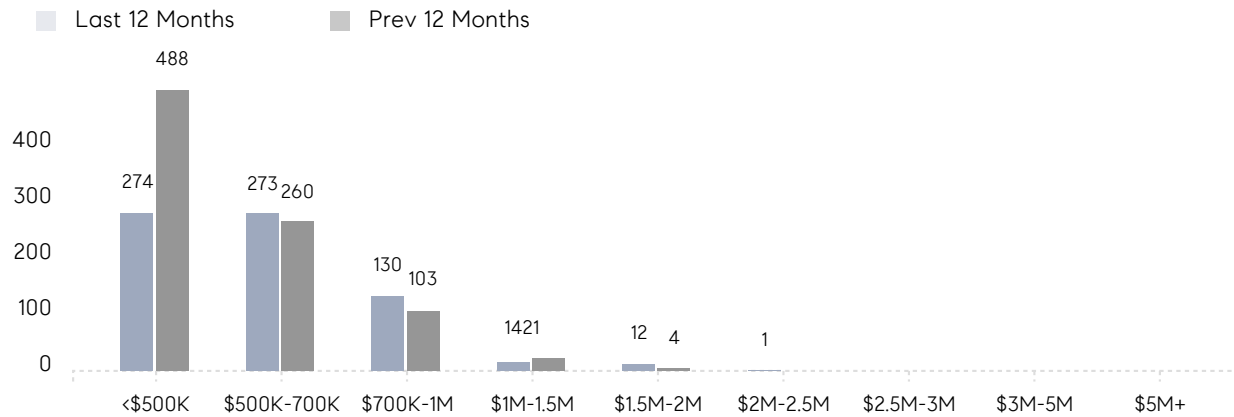
West Orange

SEPTEMBER 2023

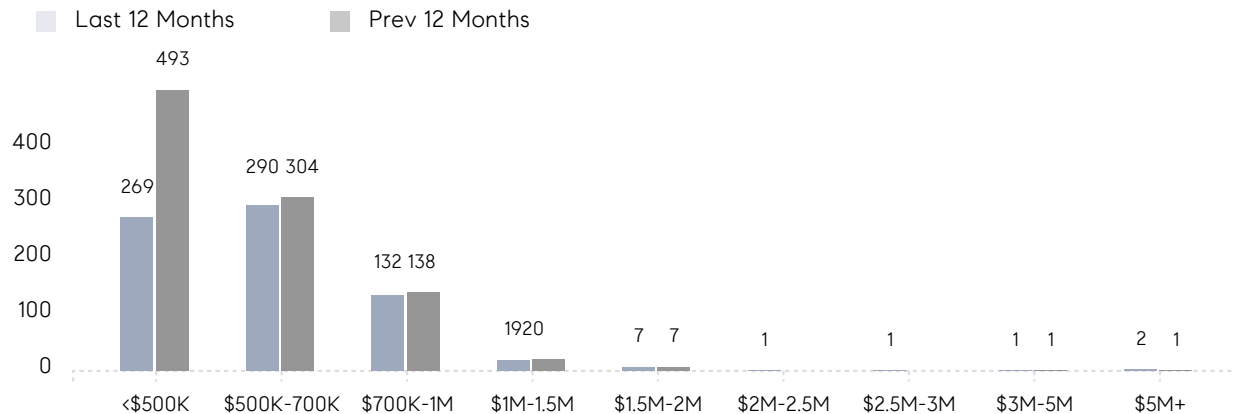
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Westfield

SEPTEMBER 2023

UNDER CONTRACT

20	\$1.1M	\$1.1M
Total Properties	Average Price	Median Price
5%	23%	33%
Increase From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

UNITS SOLD

29	\$1.2M	\$1.3M
Total Properties	Average Price	Median Price
16%	42%	56%
Increase From Sep 2022	Increase From Sep 2022	Increase From Sep 2022

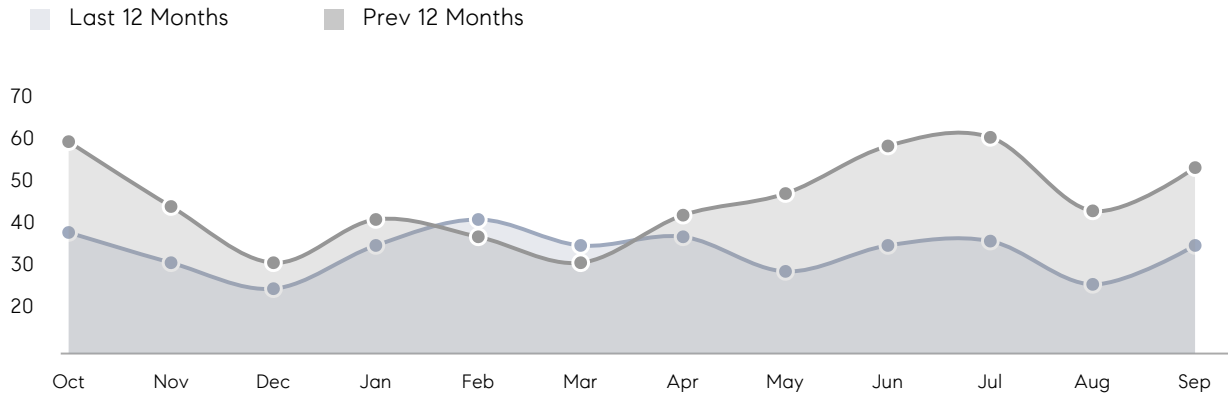
Property Statistics

		Sep 2023	Sep 2022	% Change
Overall	AVERAGE DOM	13	42	-69%
	% OF ASKING PRICE	104%	100%	
	AVERAGE SOLD PRICE	\$1,288,724	\$906,600	42.1%
	# OF CONTRACTS	20	19	5.3%
	NEW LISTINGS	34	37	-8%
Houses	AVERAGE DOM	13	43	-70%
	% OF ASKING PRICE	104%	101%	
	AVERAGE SOLD PRICE	\$1,304,750	\$973,773	34%
	# OF CONTRACTS	19	18	6%
	NEW LISTINGS	31	31	0%
Condo/Co-op/TH	AVERAGE DOM	21	37	-43%
	% OF ASKING PRICE	99%	95%	
	AVERAGE SOLD PRICE	\$840,000	\$414,000	103%
	# OF CONTRACTS	1	1	0%
	NEW LISTINGS	3	6	-50%

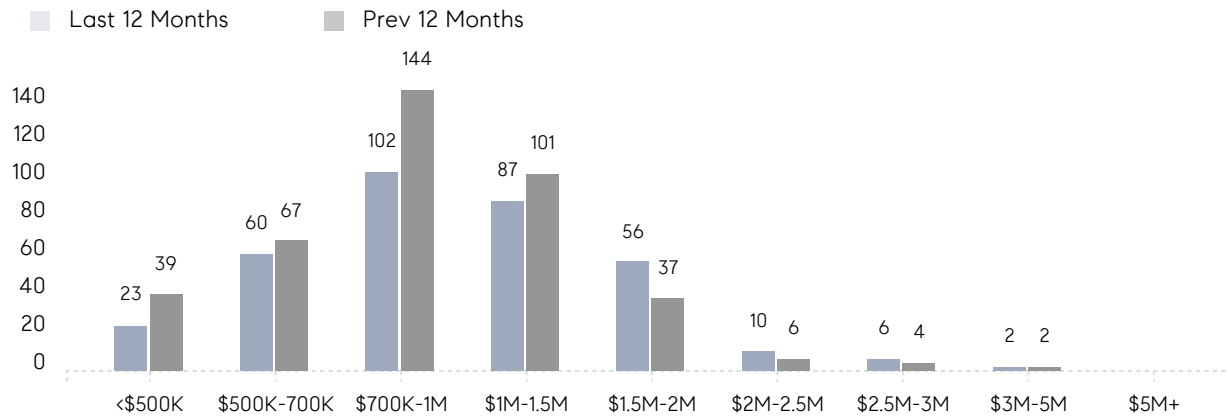
Westfield

SEPTEMBER 2023

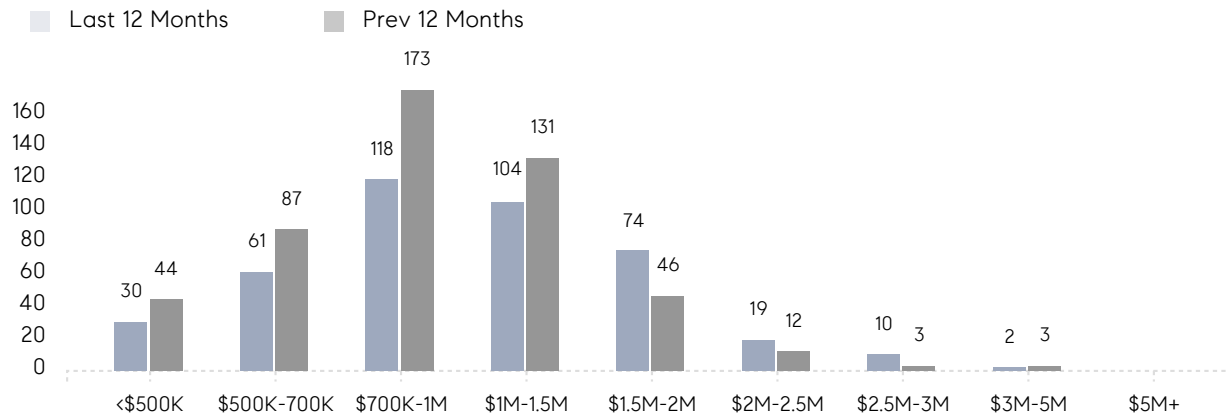
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Short Hills

1200 Morris Turnpike,
Suite 3005
Short Hills, NJ 07078

Montclair

113 Grove Street
Montclair, NJ 07042

Morristown

1776 On the Green
Morristown, NJ 07960



ALLISON ZIEFERT
REAL ESTATE GROUP

@njfromatoz
njfromatoz.com