

Montclair

August 2023 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|-------|---------------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 415 Claremont Avenue 5A | OneFloor | 1 | 1.0 | 15 | \$279,000 | \$279,000 | \$280,000 | 100.36% | \$172,100 | 1.63 |
| 2 | 415 Claremont Avenue 1A | OneFloor | 1 | 1.0 | 17 | \$279,000 | \$279,000 | \$285,000 | 102.15% | \$172,100 | 1.66 |
| 3 | 50 Pine Street | MultiFlr | 2 | 2.0 | 20 | \$445,000 | \$445,000 | \$455,000 | 102.25% | \$303,900 | 1.50 |
| 4 | 17 Hollywood Avenue | Colonial | 3 | 1.1 | 17 | \$599,000 | \$599,000 | \$603,000 | 100.67% | \$337,900 | 1.78 |
| 5 | 16 Ward Place | Colonial | 4 | 2.1 | 11 | \$603,000 | \$603,000 | \$615,000 | 101.99% | \$352,600 | 1.74 |
| 6 | 51A James Street 12 | TwnEndUn | 2 | 1.1 | 12 | \$519,000 | \$519,000 | \$619,000 | 119.27% | \$338,100 | 1.83 |
| 7 | 4 Hilltop Place | Colonial | 4 | 2.1 | 35 | \$729,000 | \$724,900 | \$724,900 | 100.00% | \$452,100 | 1.60 |
| 8 | 12 Central Avenue | Colonial | 3 | 1.1 | 9 | \$639,000 | \$639,000 | \$850,000 | 133.02% | \$362,300 | 2.35 |
| 9 | 207 Alexander Avenue | Ranch | 4 | 2.0 | 44 | \$939,000 | \$889,000 | \$905,000 | 101.80% | \$712,000 | 1.27 |
| 10 | 14 Hilltop Place | Colonial | 4 | 3.1 | 15 | \$949,000 | \$949,000 | \$1,030,000 | 108.54% | \$489,100 | 2.11 |
| 11 | 12 Windermere Road | Colonial | 3 | 2.2 | 9 | \$849,000 | \$849,000 | \$1,175,000 | 138.40% | \$626,800 | 1.87 |
| 12 | 61 Tuxedo Road | Colonial | 4 | 1.2 | 15 | \$799,000 | \$799,000 | \$1,222,000 | 152.94% | \$684,200 | 1.79 |
| 13 | 50 Franklin Place | Colonial | 7 | 3.1 | 15 | \$1,149,000 | \$1,149,000 | \$1,225,000 | 106.61% | \$737,600 | 1.66 |
| 14 | 28 Bruce Road | Colonial | 5 | 2.2 | 13 | \$899,000 | \$899,000 | \$1,245,000 | 138.49% | \$621,300 | 2.00 |
| 15 | 327 Grove Street | Colonial | 5 | 3.1 | 13 | \$1,050,000 | \$1,050,000 | \$1,300,000 | 123.81% | \$641,800 | 2.03 |
| 16 | 264 Midland Avenue | Colonial | 4 | 2.0 | 14 | \$849,000 | \$849,000 | \$1,350,000 | 159.01% | \$619,900 | 2.18 |
| 17 | 46 Warfield Street | Colonial | 4 | 3.1 | 61 | \$13,500,000 | \$1,350,000 | \$1,365,000 | 101.11% | \$1,007,700 | 1.35 |
| 18 | 94 Gates Avenue | Colonial | 5 | 3.1 | 41 | \$1,099,000 | \$1,099,000 | \$1,425,000 | 129.66% | | |
| 19 | 5 Briar Hill Road | Colonial | 6 | 4.2 | 22 | \$1,375,000 | \$1,375,000 | \$1,500,000 | 109.09% | \$1,117,400 | 1.34 |
| 20 | 381 Park Street | Colonial | 5 | 3.0 | 14 | \$999,000 | \$999,000 | \$1,502,000 | 150.35% | \$735,500 | 2.04 |
| 21 | 92 South Fullerton Avenue | Victrian | 5 | 3.1 | 11 | \$1,095,000 | \$1,095,000 | \$1,650,000 | 150.68% | \$786,000 | 2.10 |
| 22 | 30 Nishuane Road | Colonial | 5 | 5.1 | 35 | \$1,699,000 | \$1,699,000 | \$1,665,000 | 98.00% | | |
| 23 | 109 Clarewill Avenue | Victrian | 6 | 3.1 | 14 | \$1,499,000 | \$1,499,000 | \$1,700,000 | 113.41% | \$1,148,400 | 1.48 |
| 24 | 44 Warren Place | Colonial | 5 | 3.1 | 12 | \$1,099,000 | \$1,099,000 | \$1,736,000 | 157.96% | \$713,400 | 2.43 |
| 25 | 31 Woodmont Road | Colonial | 5 | 3.1 | 7 | \$1,349,000 | \$1,349,000 | \$1,800,000 | 133.43% | \$1,025,200 | 1.76 |

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|---------|---------------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 26 | 158 Lorraine Avenue | Colonial | 5 | 3.2 | 8 | \$1,175,000 | \$1,175,000 | \$1,802,000 | 153.36% | \$911,000 | 1.98 |
| 27 | 18 The Fairway | Tudor | 5 | 3.2 | 10 | \$1,299,000 | \$1,299,000 | \$1,818,000 | 139.95% | \$914,700 | 1.99 |
| 28 | 264 Upper Mountain Avenue | Colonial | 6 | 6.1 | 26 | \$2,800,000 | \$2,800,000 | \$3,100,000 | 110.71% | \$1,969,300 | 1.57 |
| 29 | 67 Highland Avenue | Contemp | 4 | 4.1 | 17 | \$2,695,000 | \$2,695,000 | \$3,150,000 | 116.88% | \$1,939,600 | 1.62 |
| 30 | 147 Union Street | Colonial | 5 | 5.2 | 8 | \$2,750,000 | \$2,750,000 | \$4,500,000 | 163.64% | | |
| AVERAGE | | | | | 19 | \$1,533,600 | \$1,126,797 | \$1,419,897 | 123.92% | | 1.80 |

"Active" Listings in Montclair

Number of Units: 16
Average List Price: \$1,115,487
Average Days on Market: 24

"Under Contract" Listings in Montclair

Number of Units: 22
Average List Price: \$940,132
Average Days on Market: 47

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 | 19 | | | | | 23 |
| List Price | \$675,245 | \$769,218 | \$719,200 | \$878,227 | \$1,221,533 | \$1,441,470 | \$1,052,123 | \$1,126,797 | | | | | \$1,058,028 |
| Sales Price | \$771,832 | \$843,591 | \$860,635 | \$1,043,914 | \$1,585,075 | \$1,659,699 | \$1,291,564 | \$1,419,897 | | | | | \$1,274,128 |
| SP:LP% | 113.85% | 108.80% | 118.01% | 116.72% | 133.32% | 121.93% | 125.02% | 123.92% | | | | | 121.37% |
| SP to AV | 1.52 | 1.43 | 1.54 | 1.71 | 1.96 | 1.81 | 1.83 | 1.80 | | | | | 1.74 |
| # Units Sold | 11 | 22 | 15 | 26 | 24 | 38 | 40 | 30 | | | | | 206 |
| 3 Mo Rate of Ab | 1.02 | 1.18 | 1.84 | 1.60 | 1.45 | 0.88 | 0.61 | 0.37 | | | | | 1.12 |
| Active Listings | 22 | 28 | 23 | 29 | 35 | 19 | 16 | 16 | | | | | 24 |
| Under Contracts | 30 | 33 | 50 | 58 | 60 | 67 | 34 | 22 | | | | | 44 |

Flashback! YTD 2022 vs YTD 2023

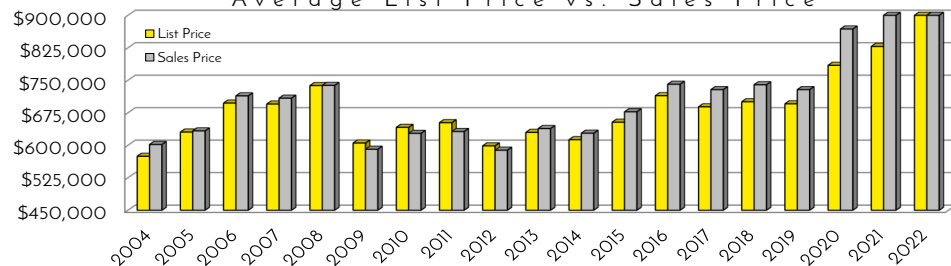
| YTD | 2022 | 2023 | % Change |
|-------------|-------------|-------------|----------|
| DOM | 23.7 | 23.0 | -3.35% |
| Sales Price | \$1,127,435 | \$1,274,128 | 13.01% |
| LP:SP | 124.85% | 121.37% | -2.79% |
| SP:AV | 1.64 | 1.74 | 6.58% |

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| YTD | 2022 | 2023 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 264 | 206 | -21.97% |
| Rate of Ab 3 Mo | 1.29 | 1.12 | -13.44% |
| Actives | 36 | 24 | -34.27% |
| Under Contracts | 62 | 44 | -29.06% |

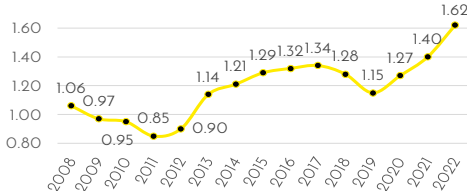
Montclair Yearly Market Trends

Average List Price vs. Sales Price



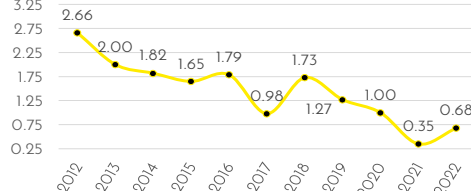
| | | | | | | | | | | | | | | | | | | | |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| LP | \$574,566 | \$630,480 | \$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



*2008 Tax Re-evaluation

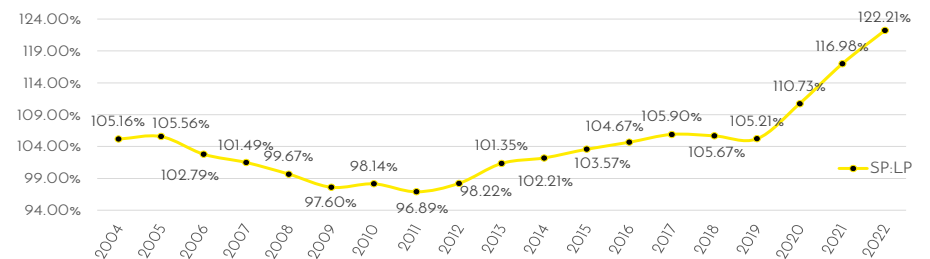
12 Month Rate of Absorption



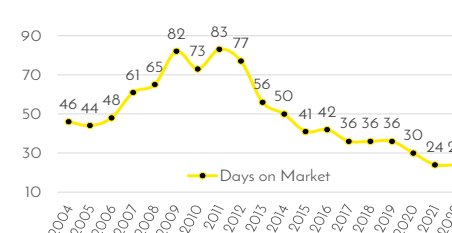
Data only available until 2012

Montclair Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

