

MARKET UPDATE

New Jersey Multiple Listing Service, Inc.

JUNE 2010



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MARKET SNAPSHOT – New Listings

JUNE 2010

New Listings	JUNE 2010	JUNE 2009	Prior Year % Change		May 2010	Prior Month % Change		Page
New Listings Monthly	3123	2942	6.2%	↑	3078	1.5%	↑	5
YTD New Listings – All Categories	24047	23682	1.5%	↑	n/a			6
YTD New Listings – Residential	17172	16015	7.2%	↑	n/a			6
YTD New Listings – Single Family	10369	9307	11.4%	↑	n/a			6
Active Listings Monthly - at end of month	17211	17575	-2.1%	↓	16550	4.0%	↑	7
Average List Price Monthly	\$ 480,425	\$ 471,503	1.9%	↑	\$ 451,720	6.4%	↑	8
New Rental Listings Monthly	1038	1147	-9.5%	↓	935	11.0%	↑	9
Average Rental List Price Monthly	\$ 2,222	\$ 2,159	2.5%	↑	\$ 2,317	-4.5%	↓	10

MARKET SNAPSHOT – Under Contracts

Under Contracts	JUNE 2010	JUNE 2009	Prior Year % Change		May 2010	Prior Month % Change		Page
Total Under Contract Monthly	1394	1654	-15.7%	↓	1323	5.4%	↑	11
YTD Under Contract – All Categories	8264	7339	12.6%	↑	n/a			12
YTD Under Contract – Residential	8092	7166	12.9%	↑	n/a			12
YTD Under Contract – Single Family	5053	4630	9.1%	↑	n/a			12
Average Days on the Market	84	104	-19.2%	↓	96	-12.5%	↓	15
Absorption Rate / Mo Inventory								
- All Categories	12.9	15.1	-14.6%	↓	12.2	5.7%	↑	16
-Residential	10	11.2	-10.7%	↓	9.4	6.4%	↑	16
- Single Family	9.2	9.5	-3.2%	↓	8.5	8.2%	↑	16

MARKET SNAPSHOT – Solds

Solds	JUNE 2010	JUNE 2009	Prior Year % Change		May 2010	Prior Month % Change		Page
Total Sold Monthly	1752	1147	52.7%	↑	963	81.9%	↑	17
YTD Solds – All Categories	6021	4433	35.8%	↑	n/a			18
Total Sold Monthly - Residential	1734	1164	49.0%	↑	950	82.5%	↑	19
YTD Solds – Residential	5921	4330	36.7%	↑	n/a			18
Total Sold Monthly - Single Family	1122	771	45.5%	↑	601	86.7%	↑	21
YTD Solds – Single Family	3676	2764	33.0%	↑	n/a			18

Median Sold Price Monthly - All Categories	\$ 385,000	\$ 368,000	4.6%	↑	\$ 355,000	8.5%	↑	23
Median Sold Price Monthly – Residential	\$ 385,000	\$ 367,750	4.7%	↑	\$ 355,000	8.5%	↑	23
Median Sold Price Monthly – Single Family	\$ 420,000	\$ 400,000	5.0%	↑	\$ 398,888	5.3%	↑	23

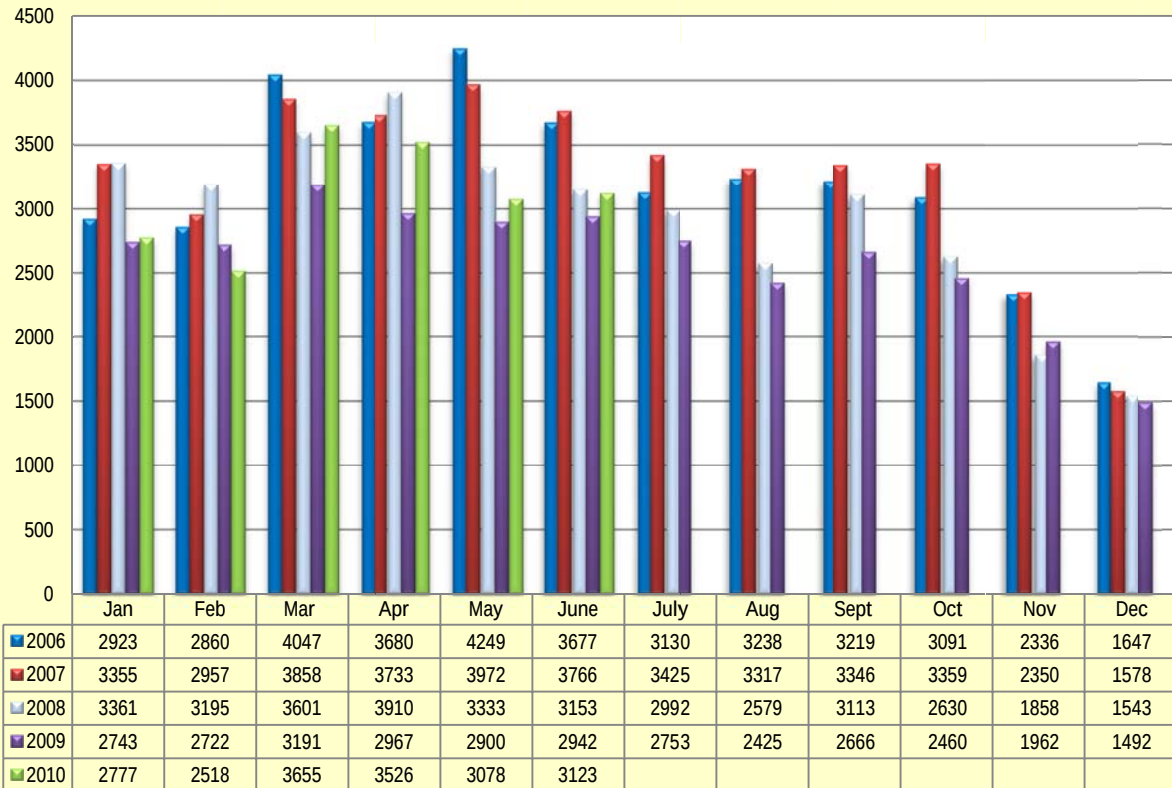
Leased	JUNE 2010	JUNE 2009	Prior Year % Change		May 2010	Prior Month % Change		Page
Total Leased	723	677	6.8%	↑	602	20.1%	↑	31
YTD Leased Price by County	\$ 1,700	\$ 1,795	-5.3%	↓	n/a			31

Other Market Indicators	JUNE 2010	JUNE 2009	Prior Year % Change		May 2010	Prior Month % Change		Page
Keybox Showings	22884	30888	-25.9%	↓	25026	-8.6%	↓	33
Open House Counts	3706	3142	18.0%	↑	3930	-5.7%	↓	33
NJMLS.com Hits	284,699	296,329	-3.9%	↓	305,688	-6.9%	↓	34
NJMLS Leads Sent	1500	1673	-10.3%	↓	1471	2.0%	↑	34

New Listings - All Categories

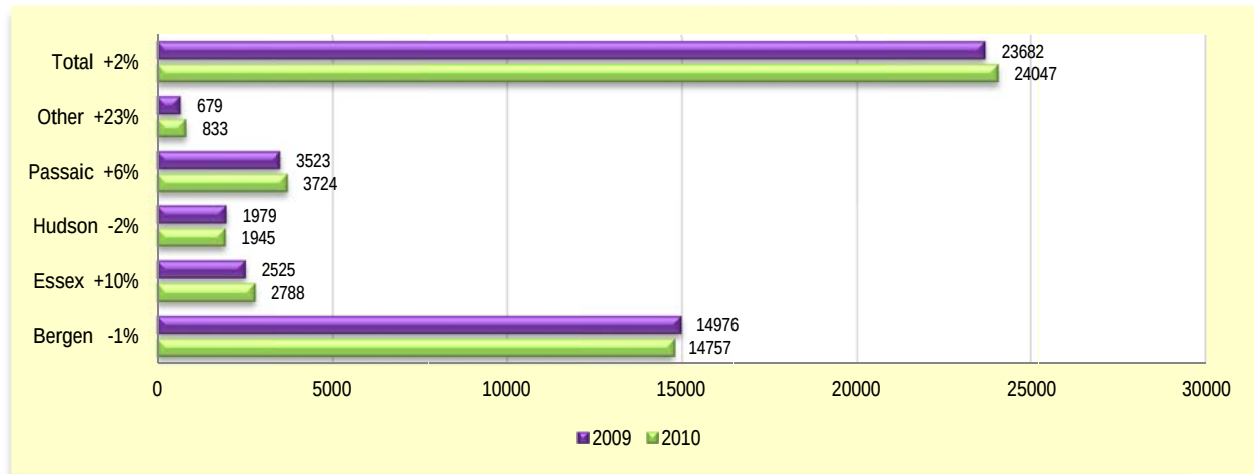
(Excludes Residential Rentals)

2006-2010



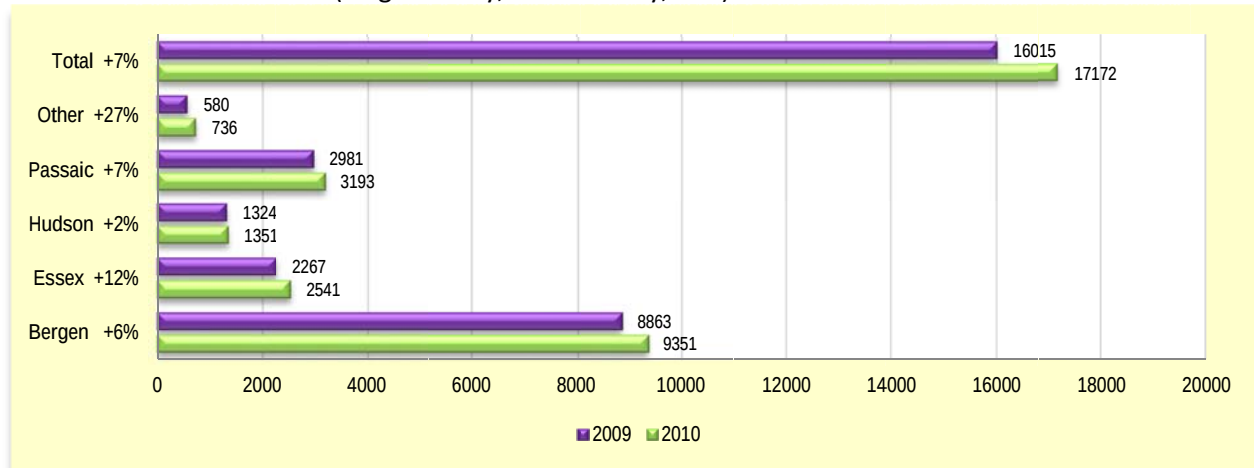
YTD New Listings by County - All Categories

As of June 30th



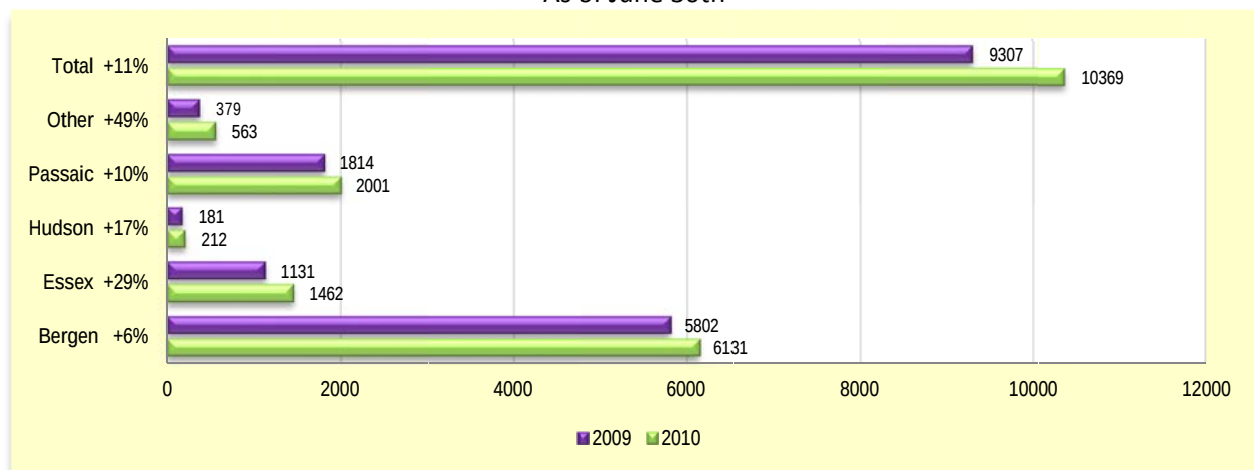
YTD New Listings by County - Residential

(Single Family, Multi-Family, CCT) - As of June 30th



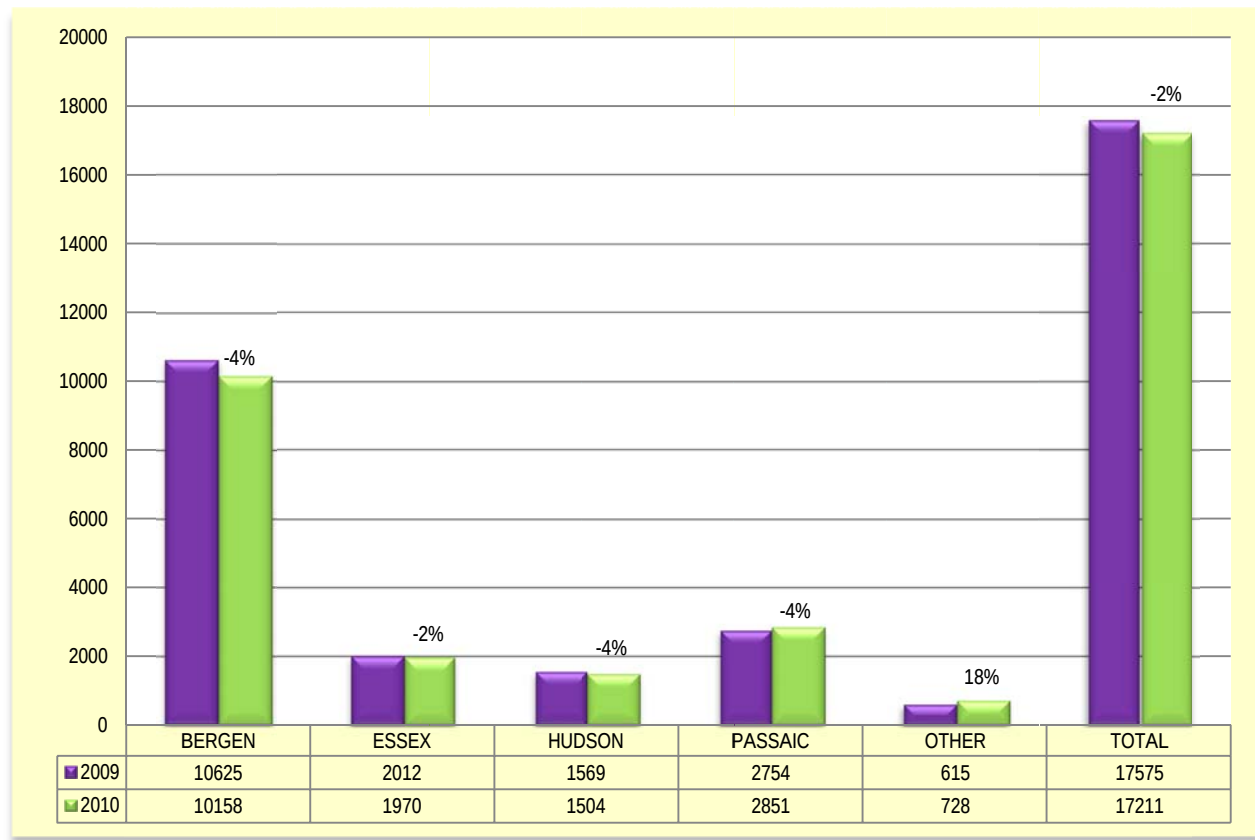
YTD New Listings by County - Single Family

As of June 30th



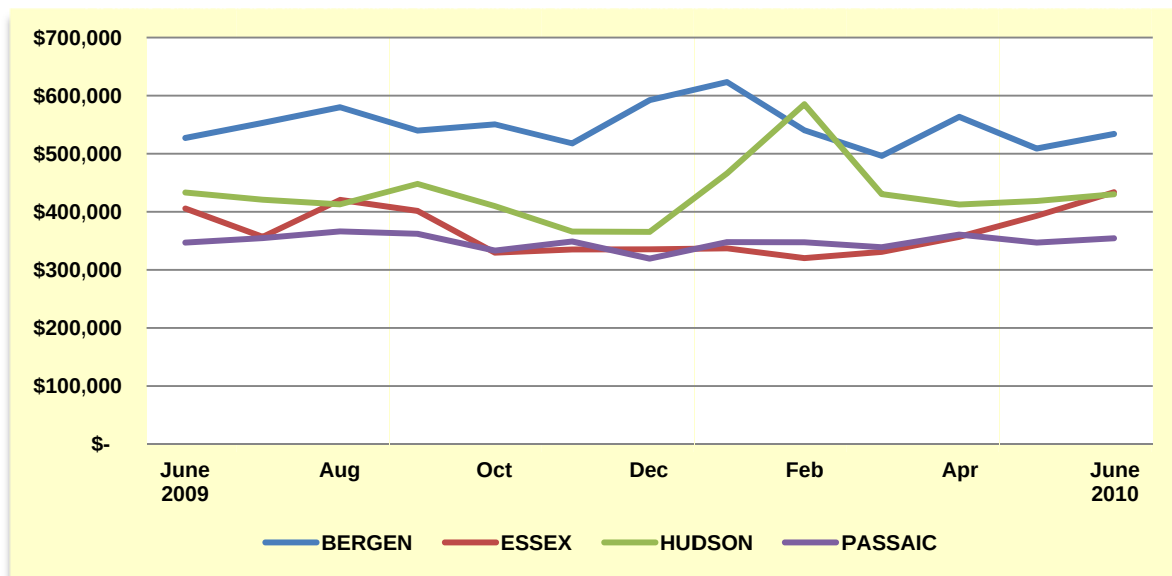
2009 vs. 2010 Active Listings by County

All Categories by County as of June 30th



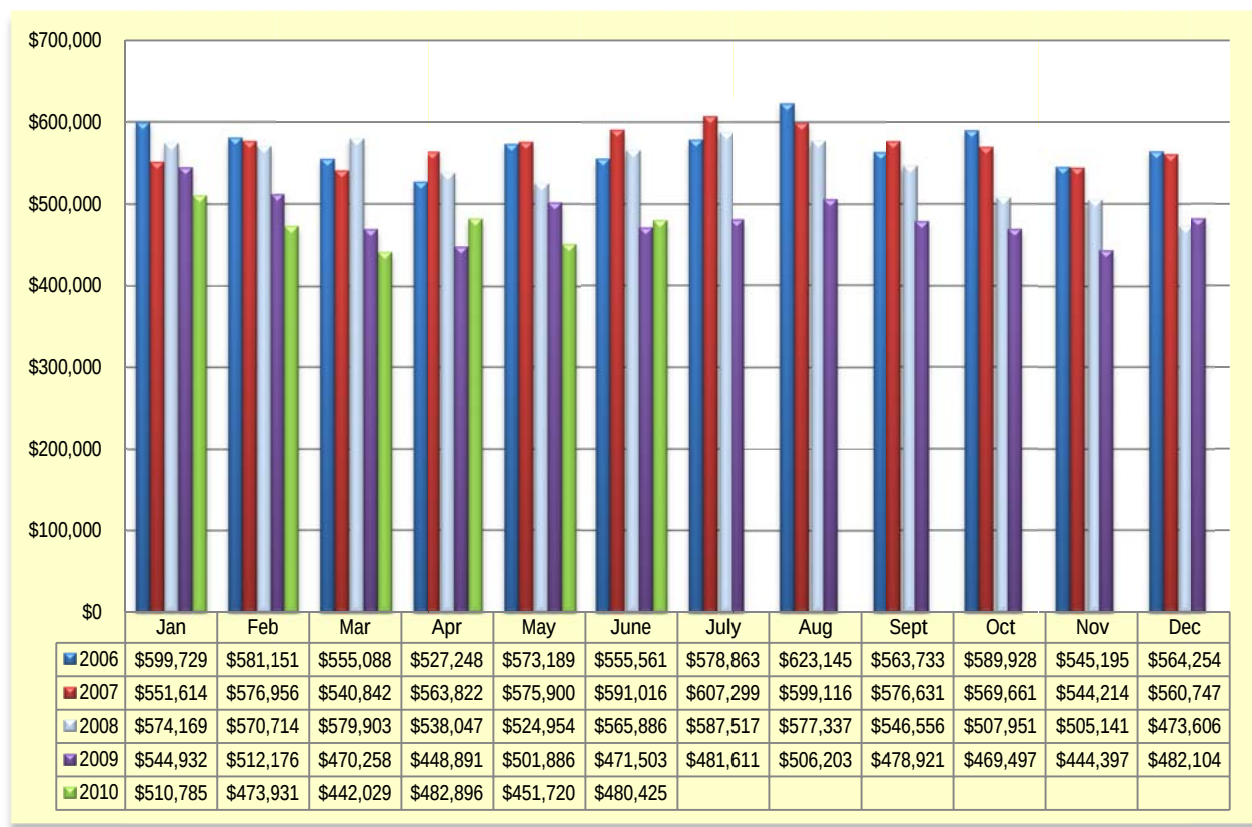
Average List Price by County – All Categories*

Past 12 Months



Average List Price – All Counties

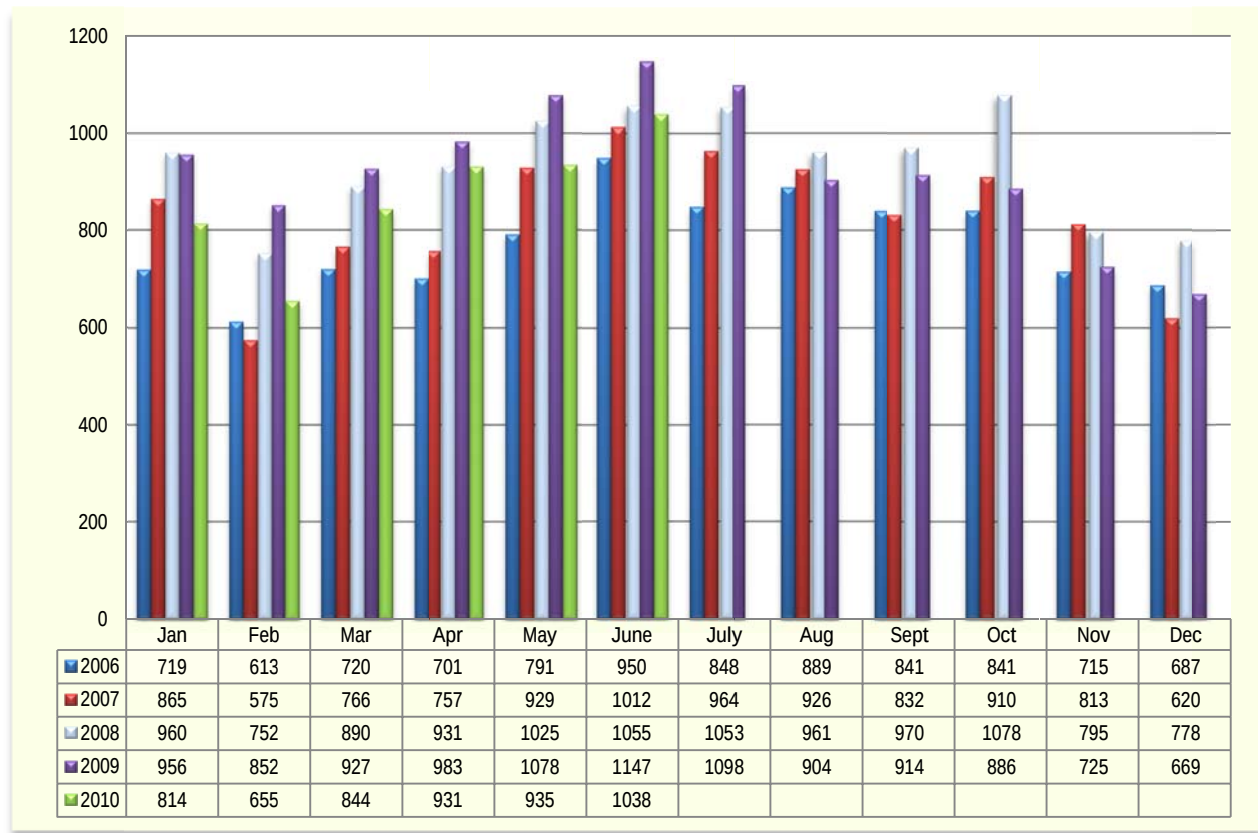
All Categories* - 2006 – 2010



*Excludes Rentals

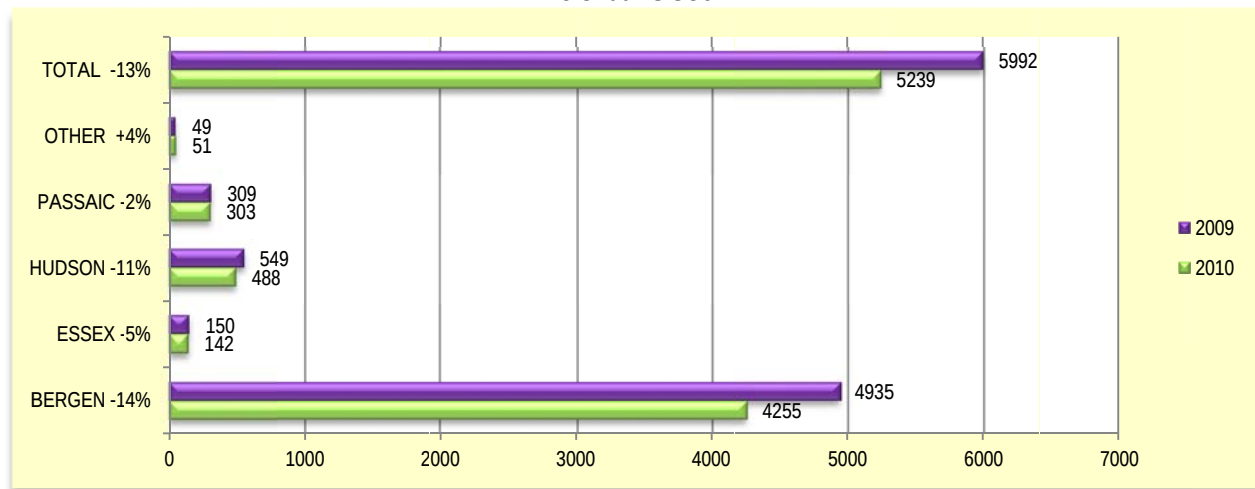
New Residential Rental Listings

2006-2010



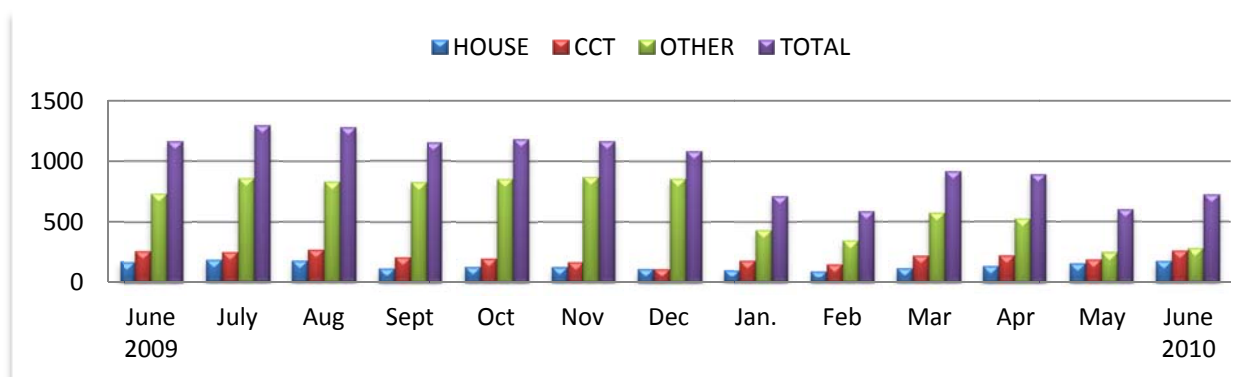
YTD New Residential Rental Listings by County

As of June 30th



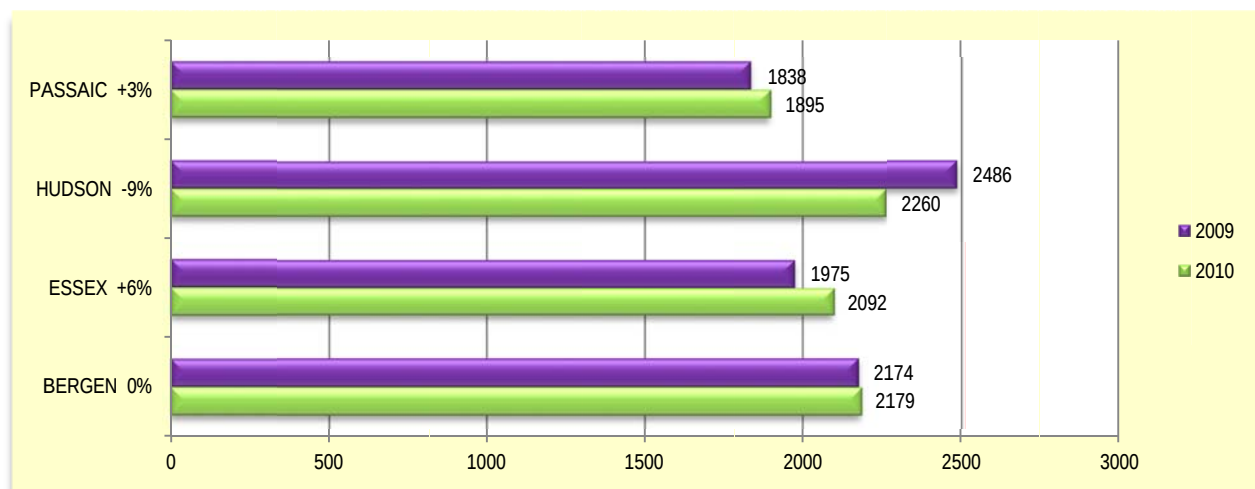
New Residential Rental Listings by Style

Past 12 months



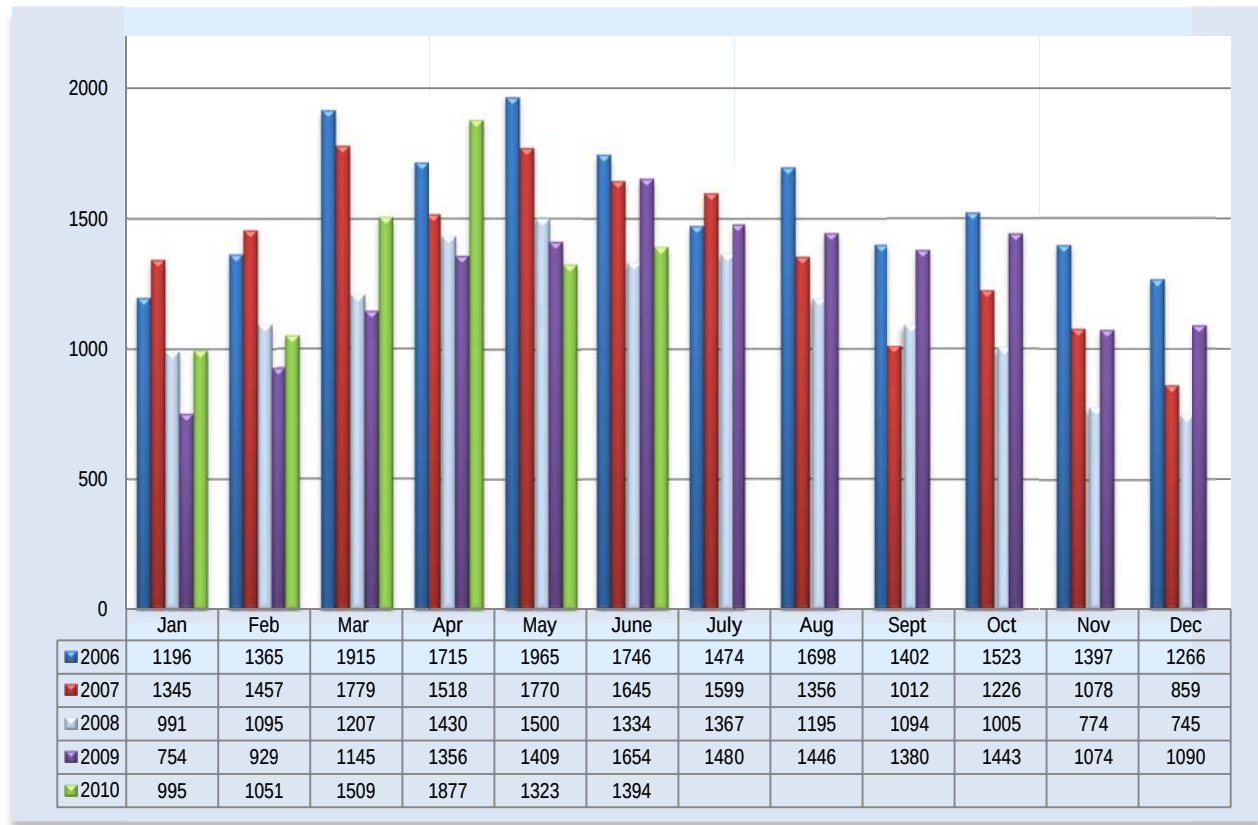
YTD Average Residential Rental List Price

As of June 30th



Under Contract – All Categories*

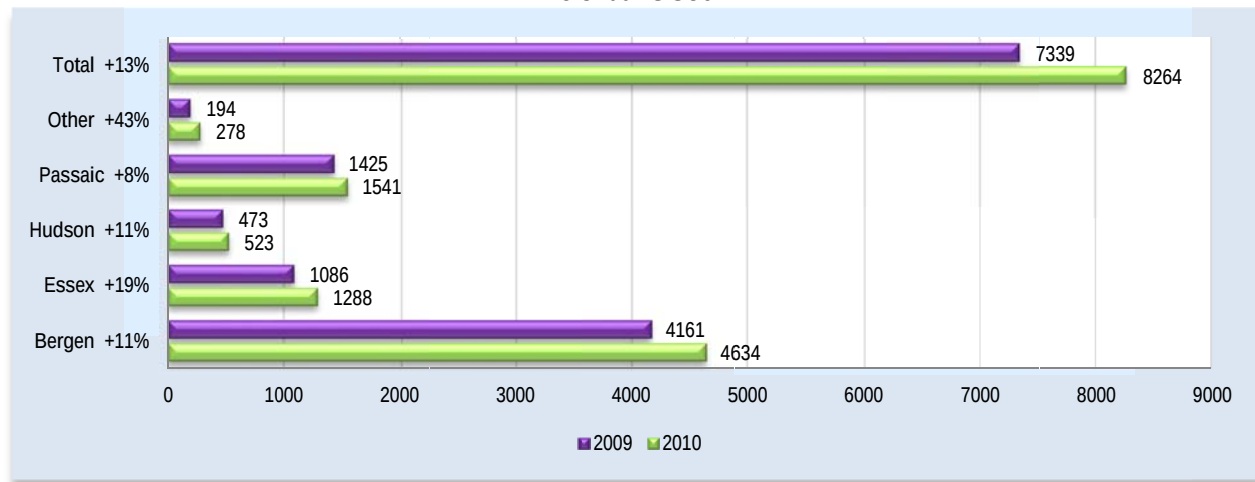
2006-2010



*Excludes Rentals

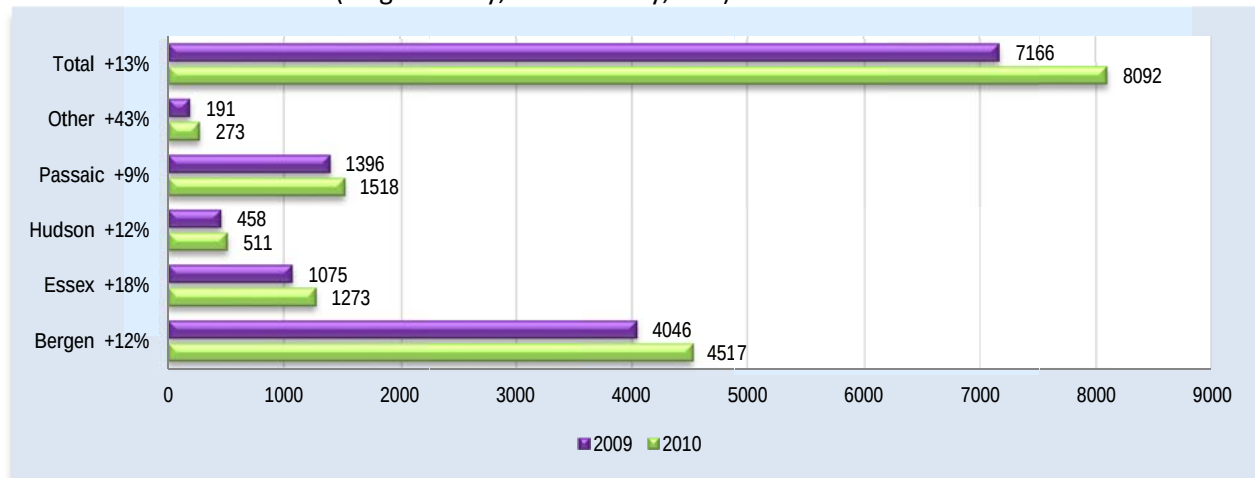
YTD Under Contract by County - All Categories*

As of June 30th



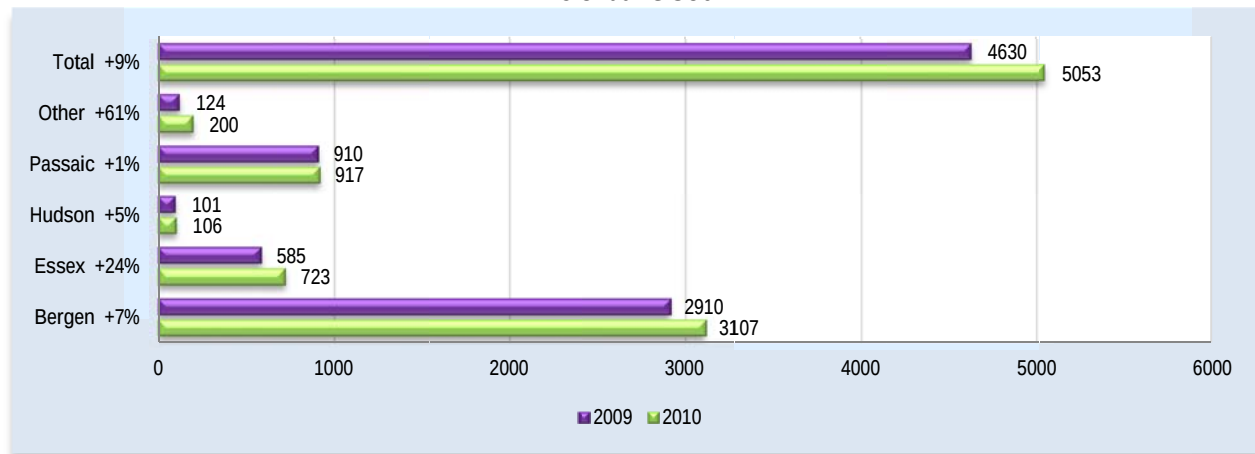
YTD Under Contract by County - Residential

(Single Family, Multi-Family, CCT) - As of June 30th



YTD Under Contract by County - Single Family

As of June 30th

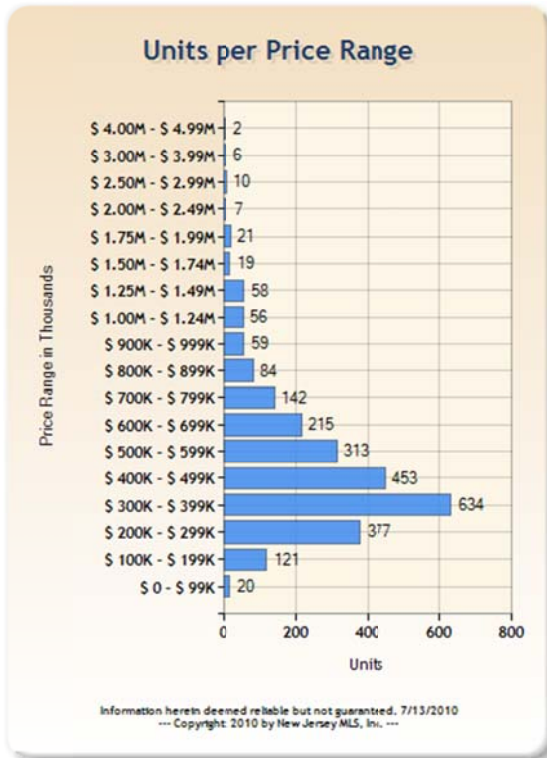


*Excludes Rentals

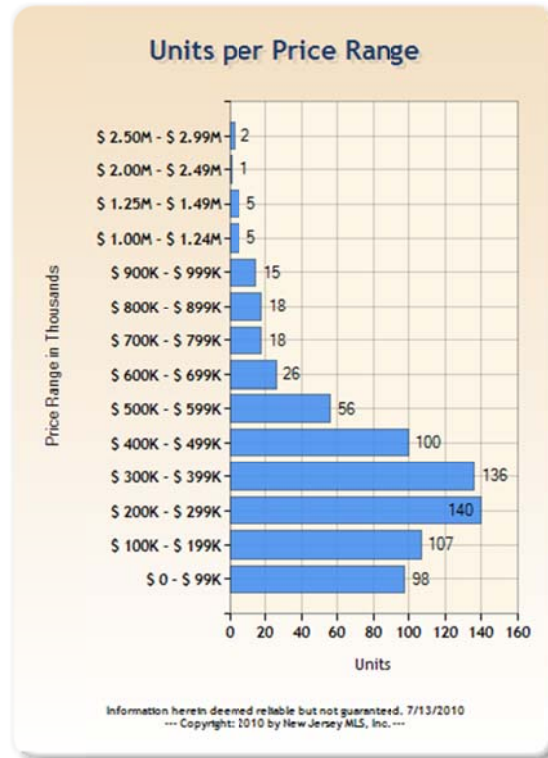
Under Contract by Price Range - RESIDENTIAL

(Single Family, Multi-Family, CCT) - 2nd Quarter 2010

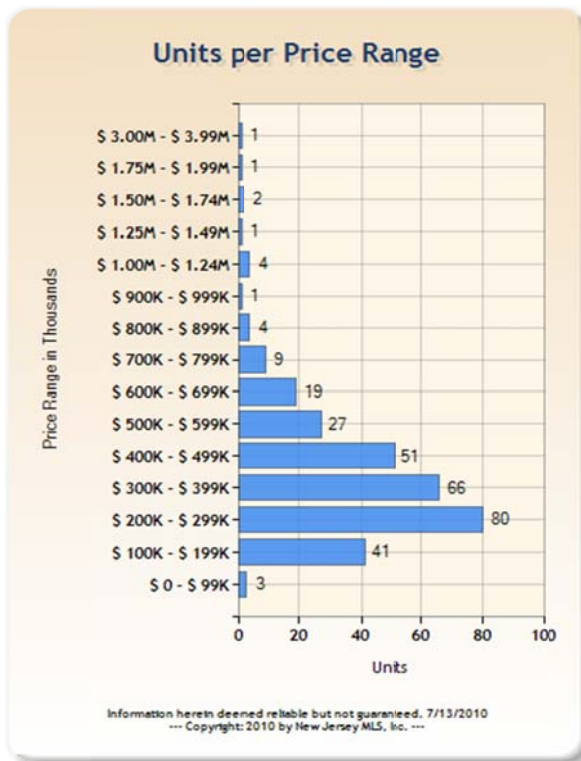
Bergen



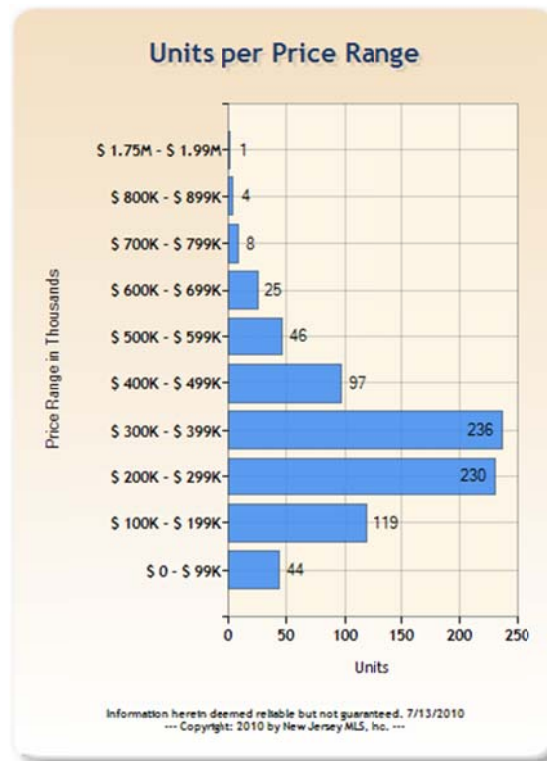
Essex



Hudson



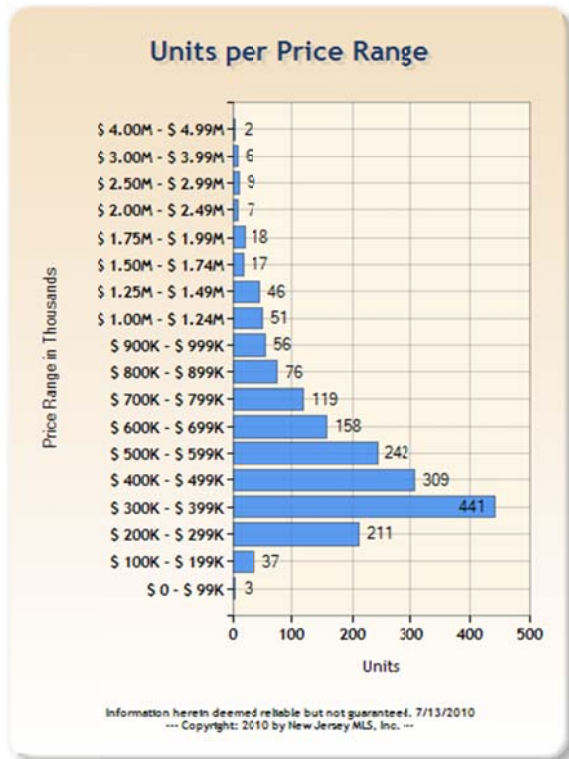
Passaic



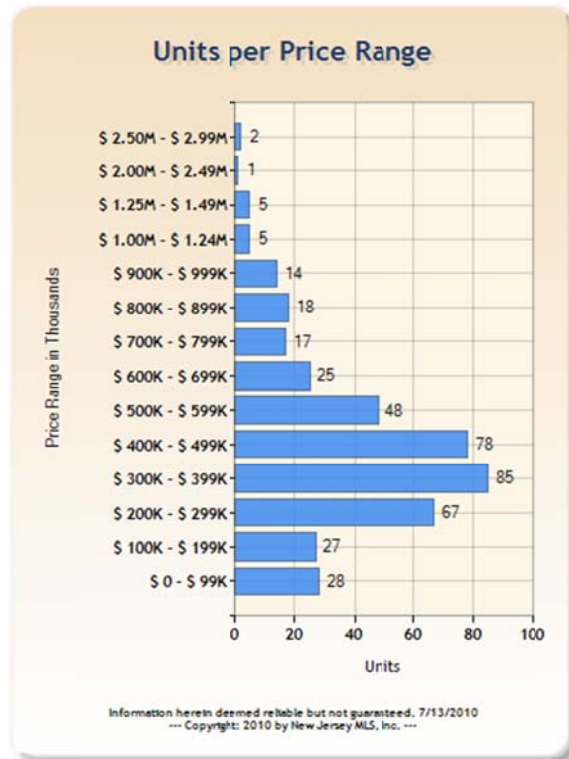
Under Contract by Price Range – Single Family

2nd Quarter 2010

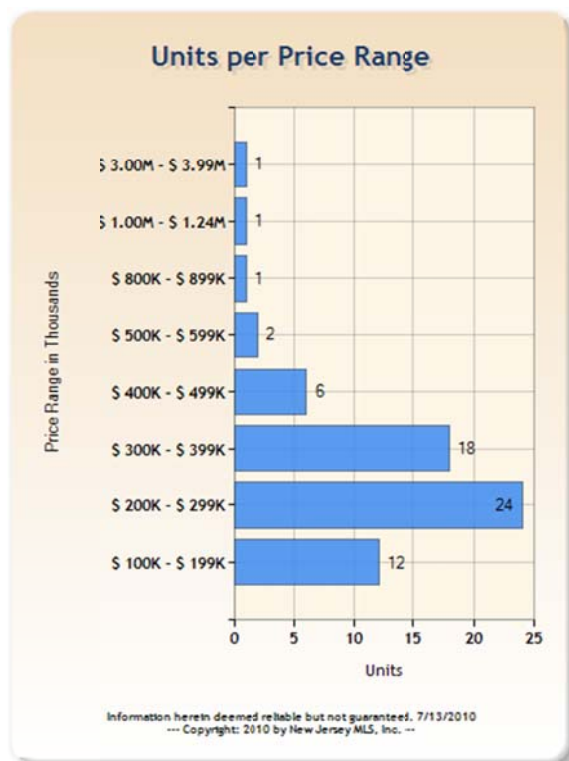
Bergen



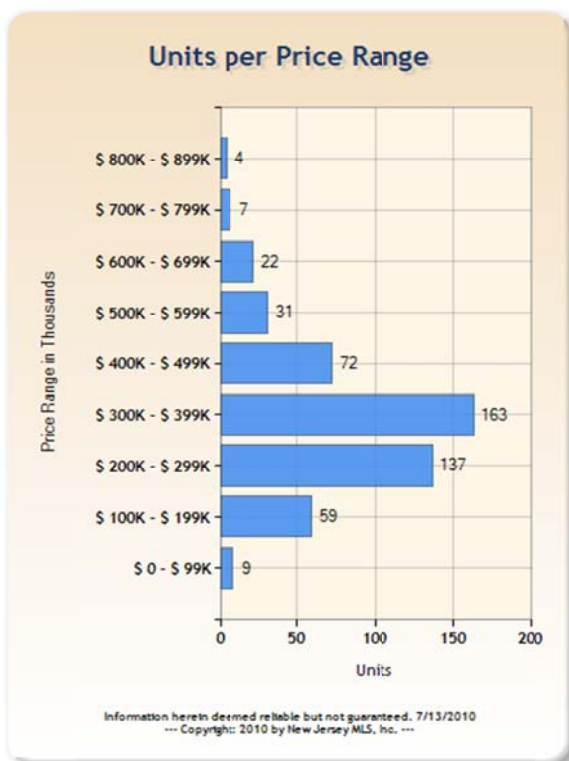
Essex



Hudson

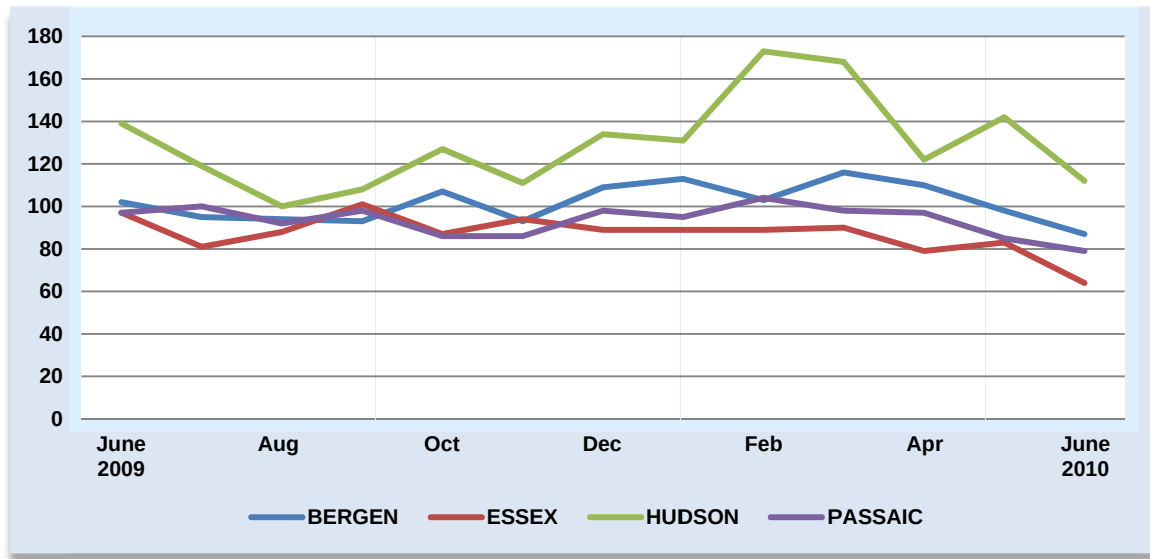


Passaic



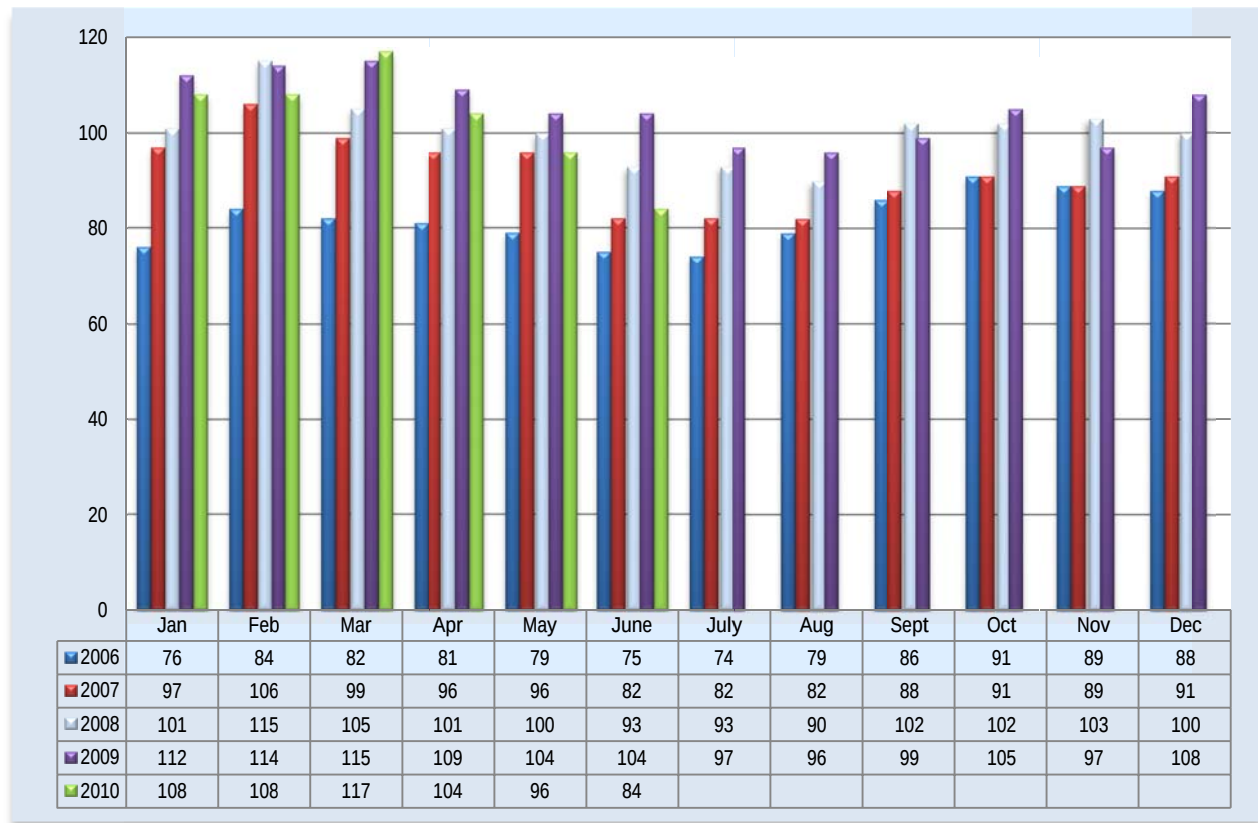
Average Days on the Market by County – All Categories

Past 12 Months



Average Days on the Market – All Counties

All Categories 2006 – 2010

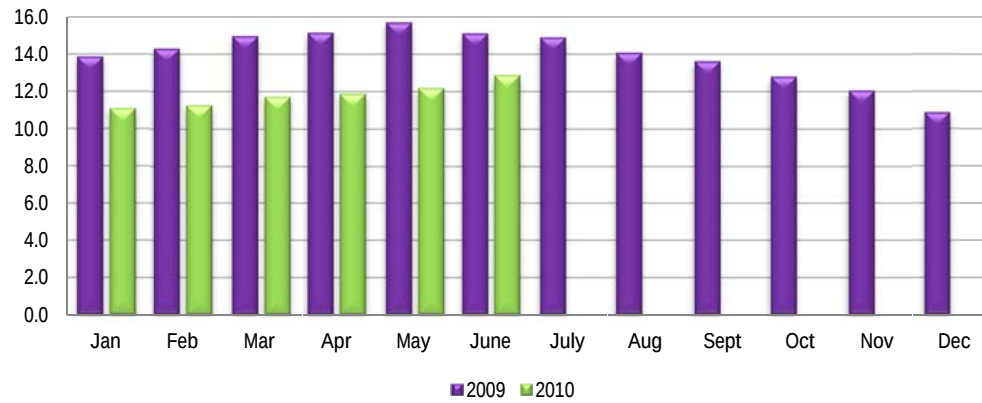


Absorption Rate / Months Inventory

As of June 30th

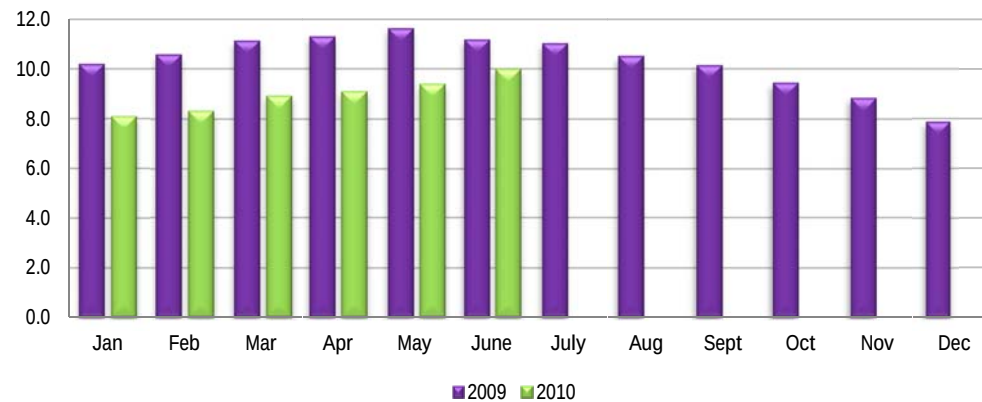
(Calculated using current actives divided by the 12 month average UC.)

All Categories – 12.9 Months

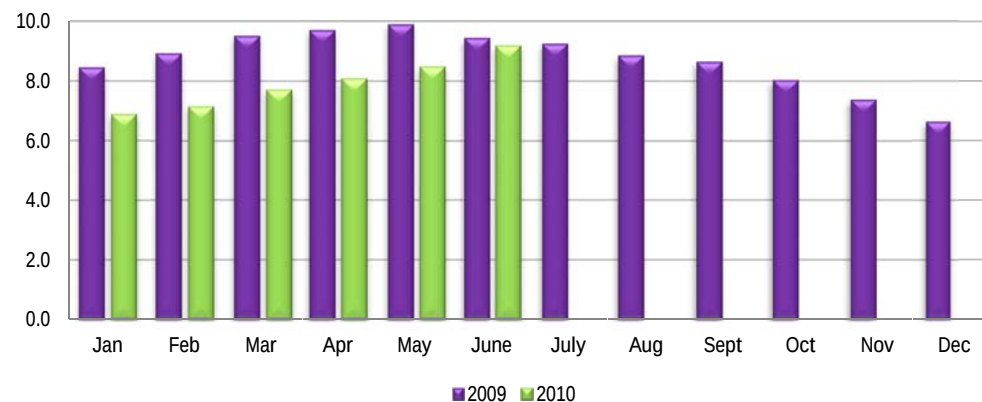


Residential – 10.0 Months

(Single Family, Multi-Family, CCT)



Single Family – 9.2 Months



Total Units Sold – All Categories*

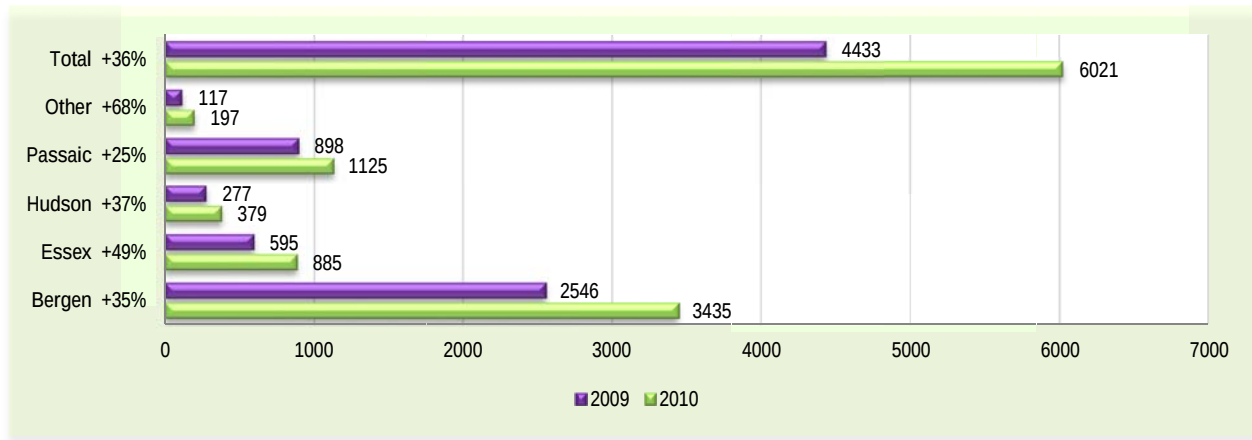
All Categories 2006-2010



*Excludes Rentals

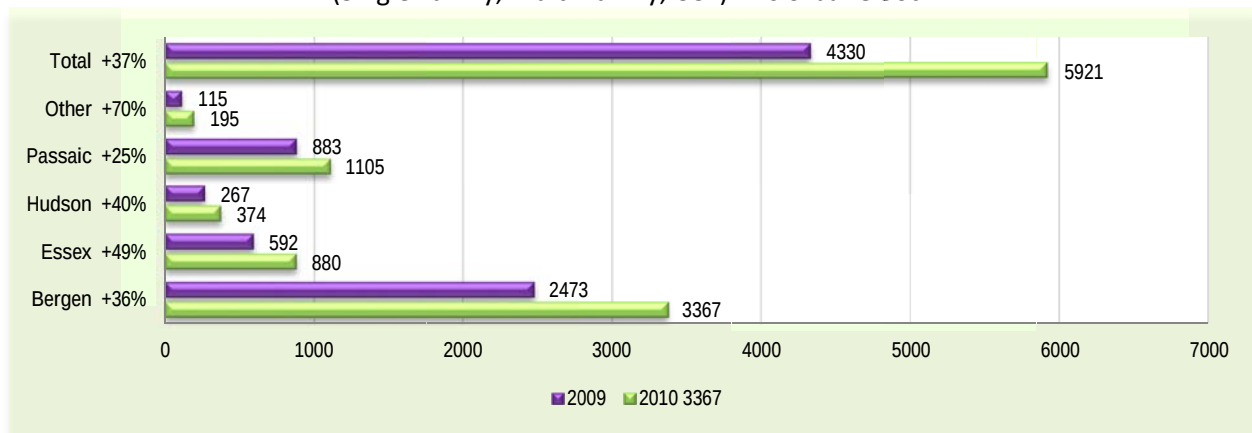
YTD Sold by County - All Categories*

As of June 30th



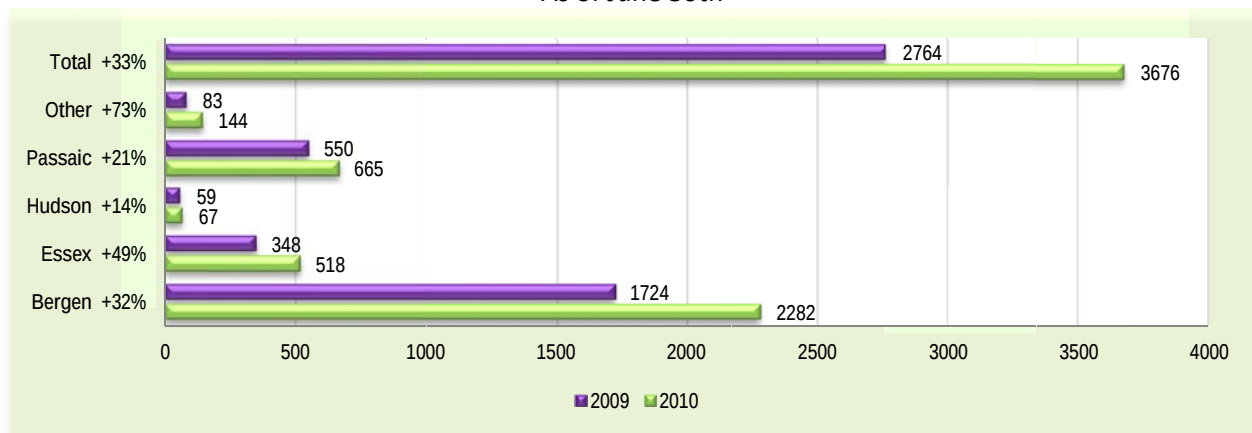
YTD Sold by County - Residential

(Single Family, Multi-Family, CCT) - As of June 30th



YTD Sold by County - Single Family

As of June 30th



*Excludes Rentals

Total Residential Units Sold

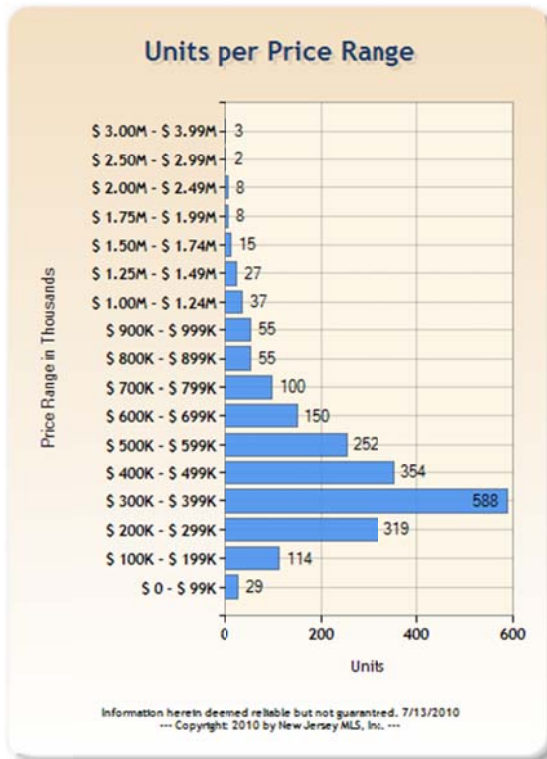
2006-2010



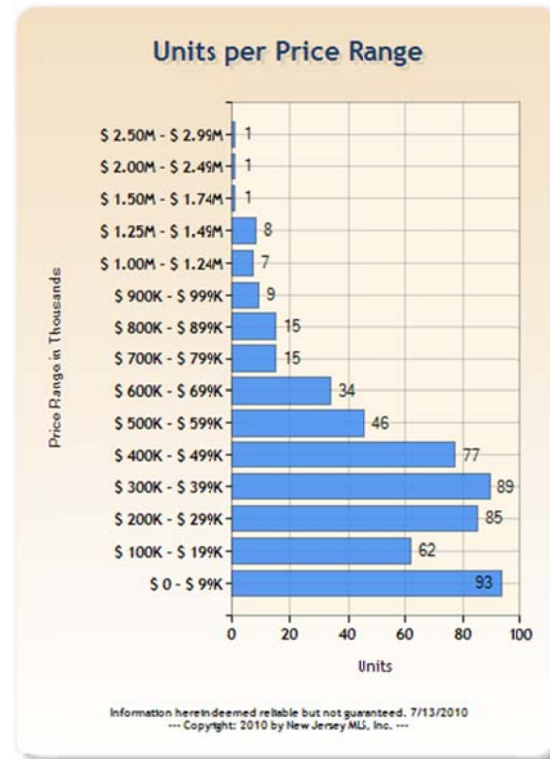
Units Sold by Price Range - RESIDENTIAL

(Single Family, Multi-Family, CCT) – 2nd Quarter 2010

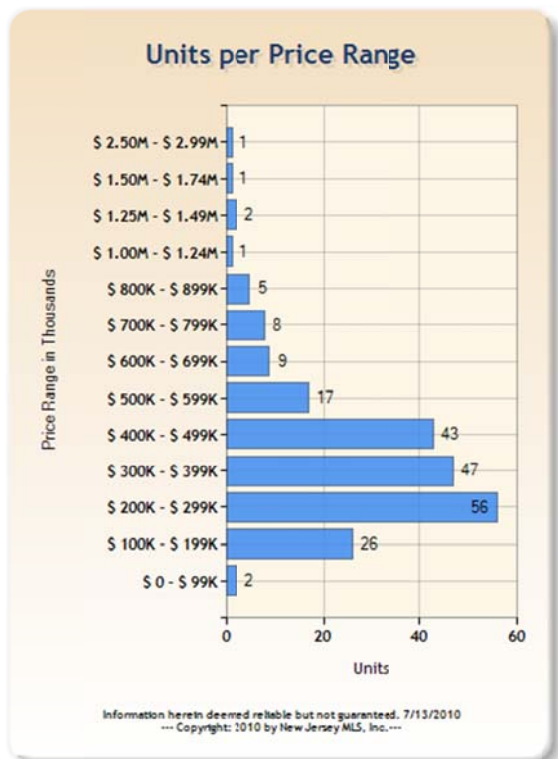
Bergen



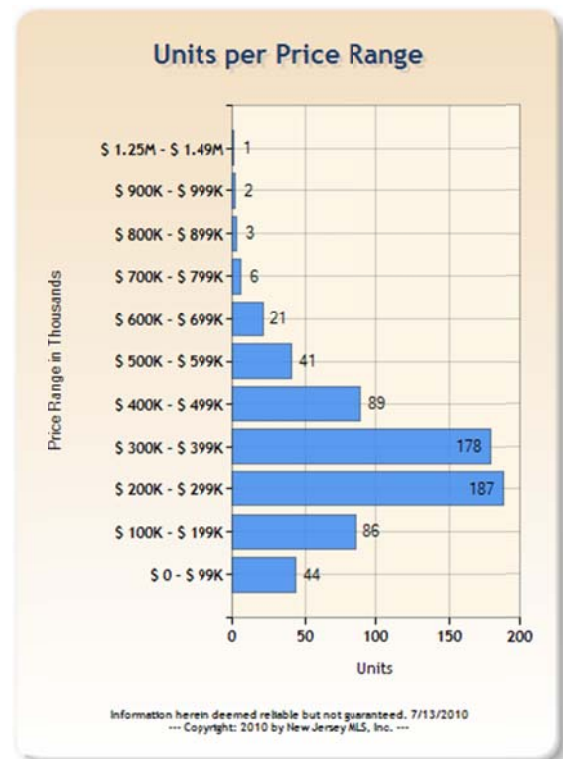
Essex



Hudson

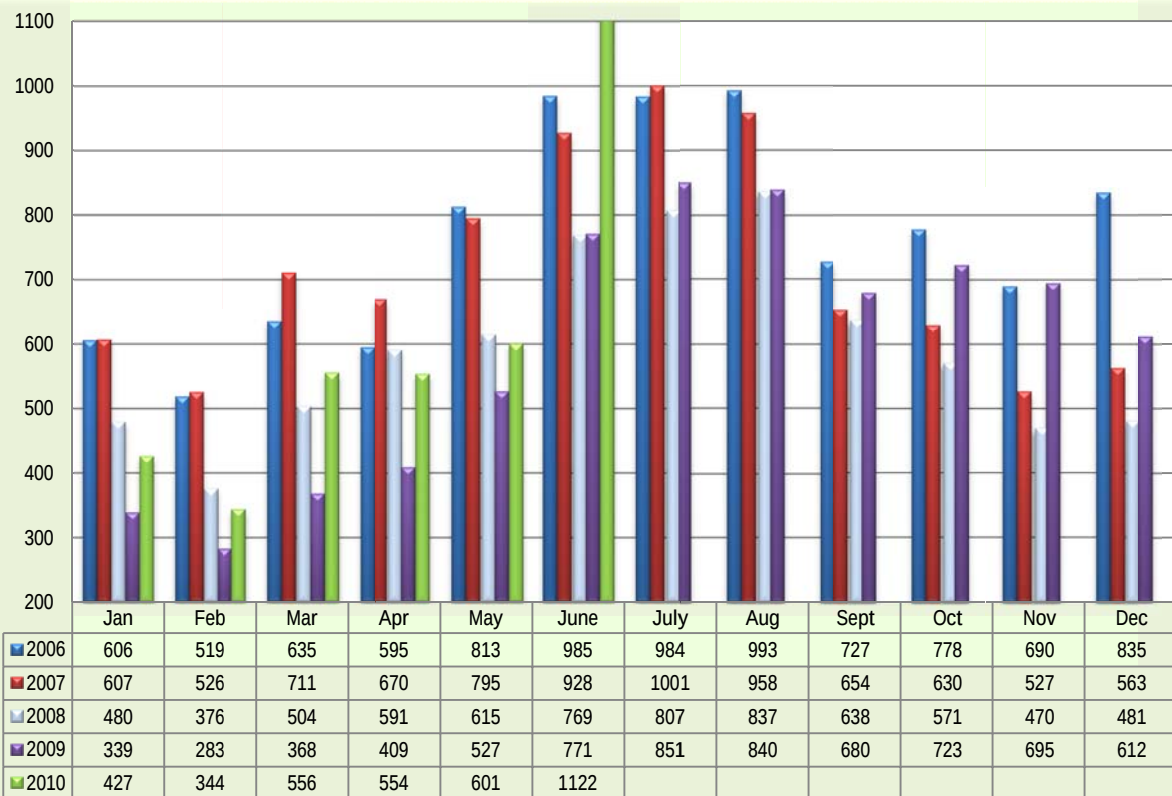


Passaic



Total Single Family Units Sold

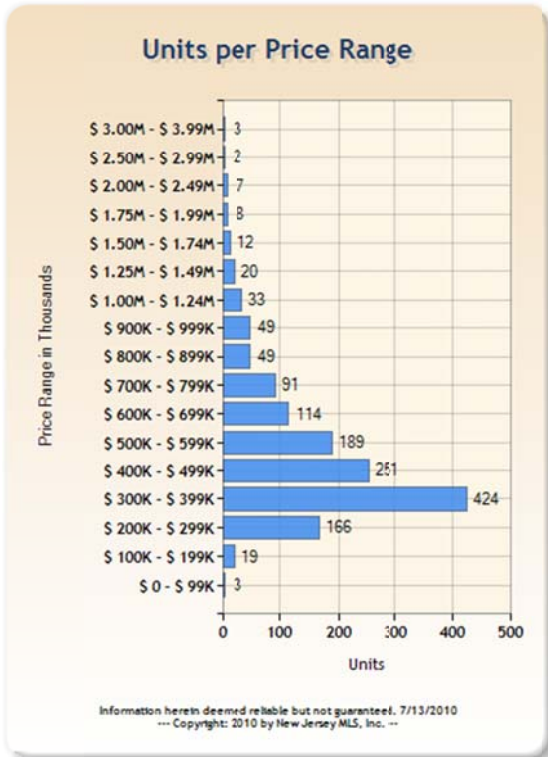
2006-2010



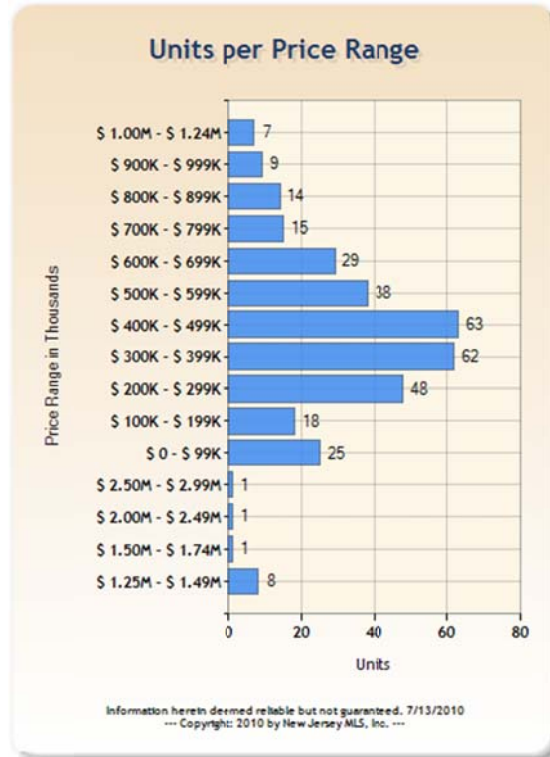
Units Sold by Price Range – Single Family

2nd Quarter 2010

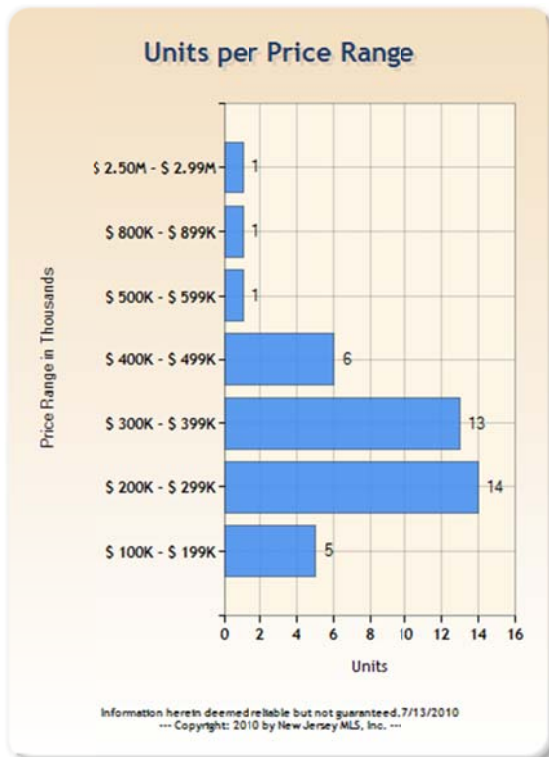
Bergen



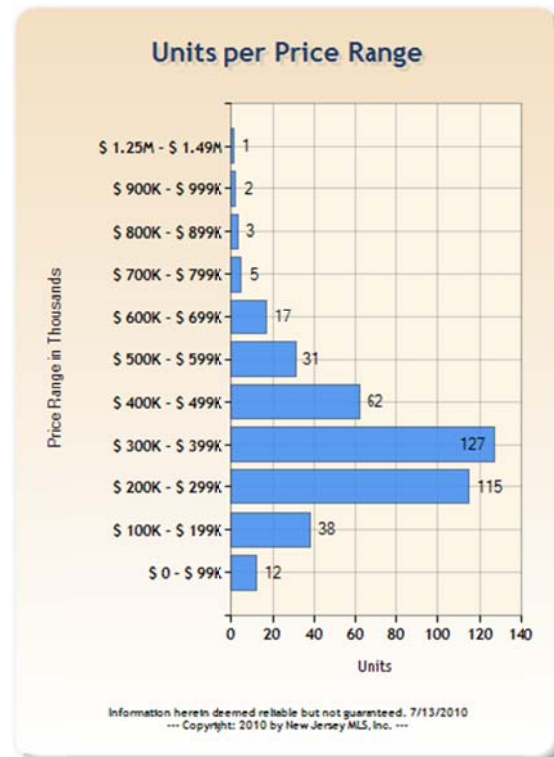
Essex



Hudson

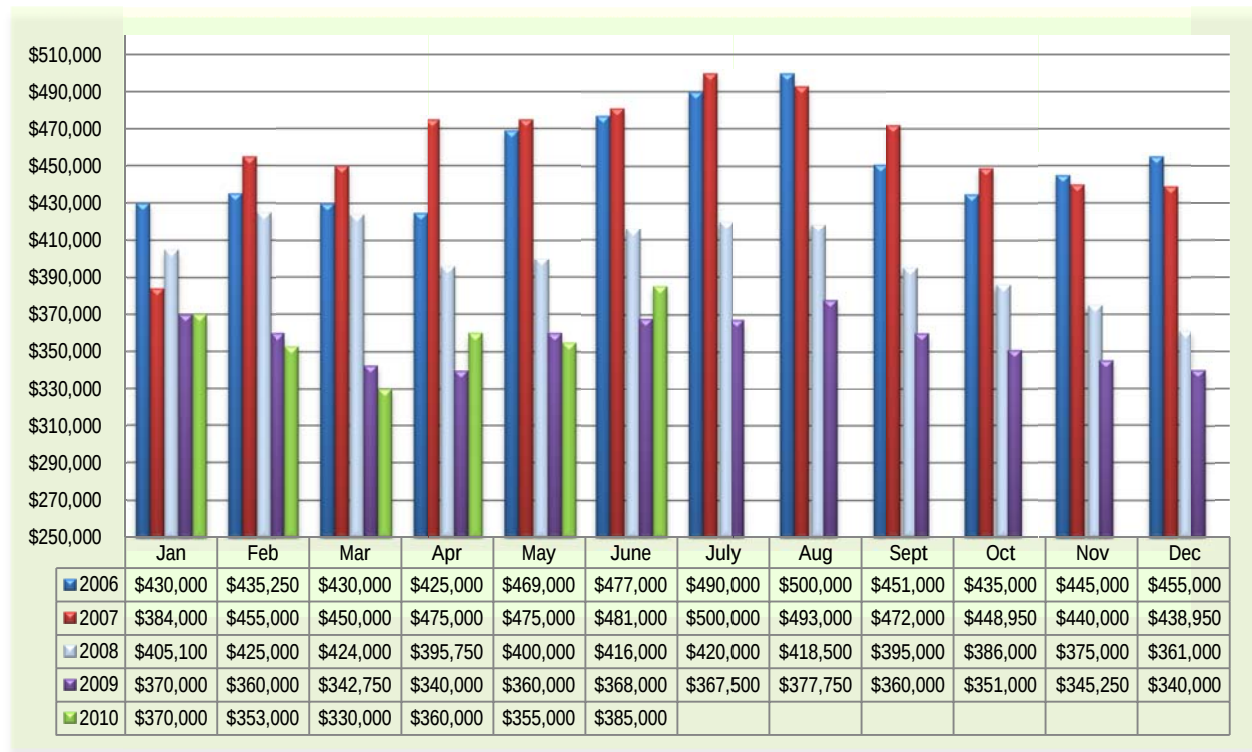


Passaic



Median Sold Price – All Categories*

2006-2010



Median Sold Price by County

JUNE 2010

All Categories*

BERGEN: \$408,250
 ESSEX: \$364,000
 HUDSON: \$347,500
 PASSAIC: \$311,000

Residential

BERGEN: \$406,500
 ESSEX: \$363,250
 HUDSON: \$342,500
 PASSAIC: \$315,000

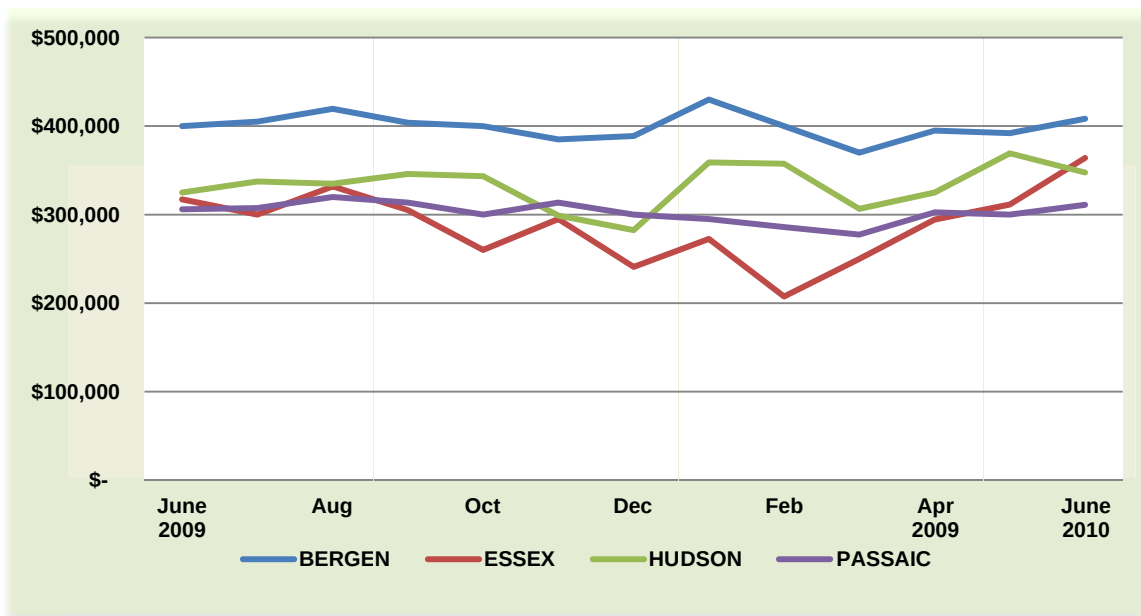
Single Family

BERGEN: \$449,900
 ESSEX: \$437,990
 HUDSON: \$320,000
 PASSAIC: \$333,000

*Excludes Rentals

Median Sold Price by County – All Categories*

Past 12 months



YTD Median Sold Price – All Categories*

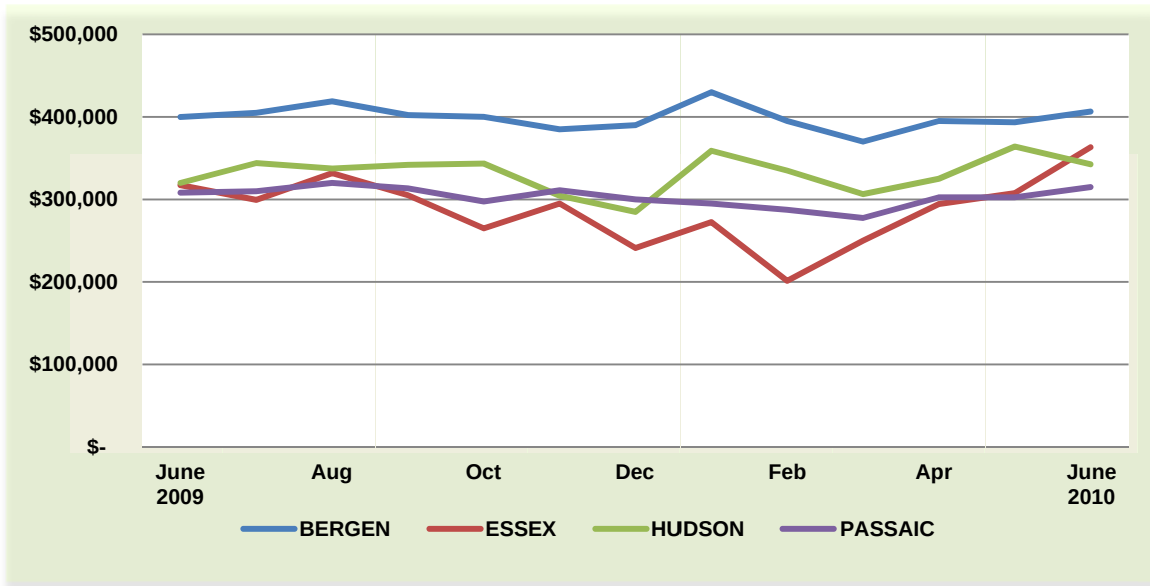
All Counties 2009 vs 2010 - As of June 30th



*Excludes Rentals

Median Sold Price by County – Residential

(Single Family, CCT, Multi-Family) – Past 12 Months



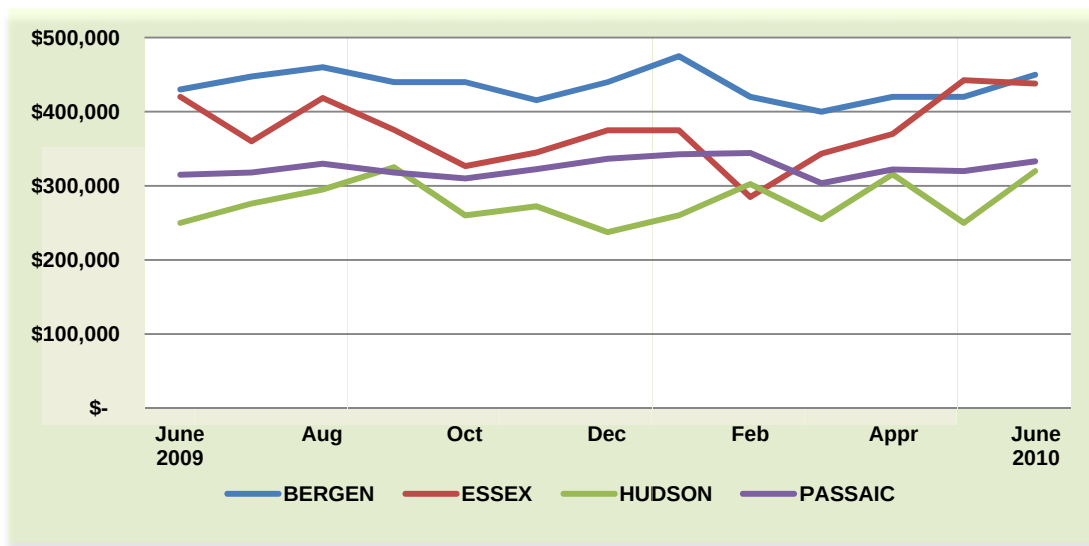
YTD Median Sold Price - Residential

(Single Family, CCT, Multi-Family)
2009 vs 2010 - As of JUNE 3rd



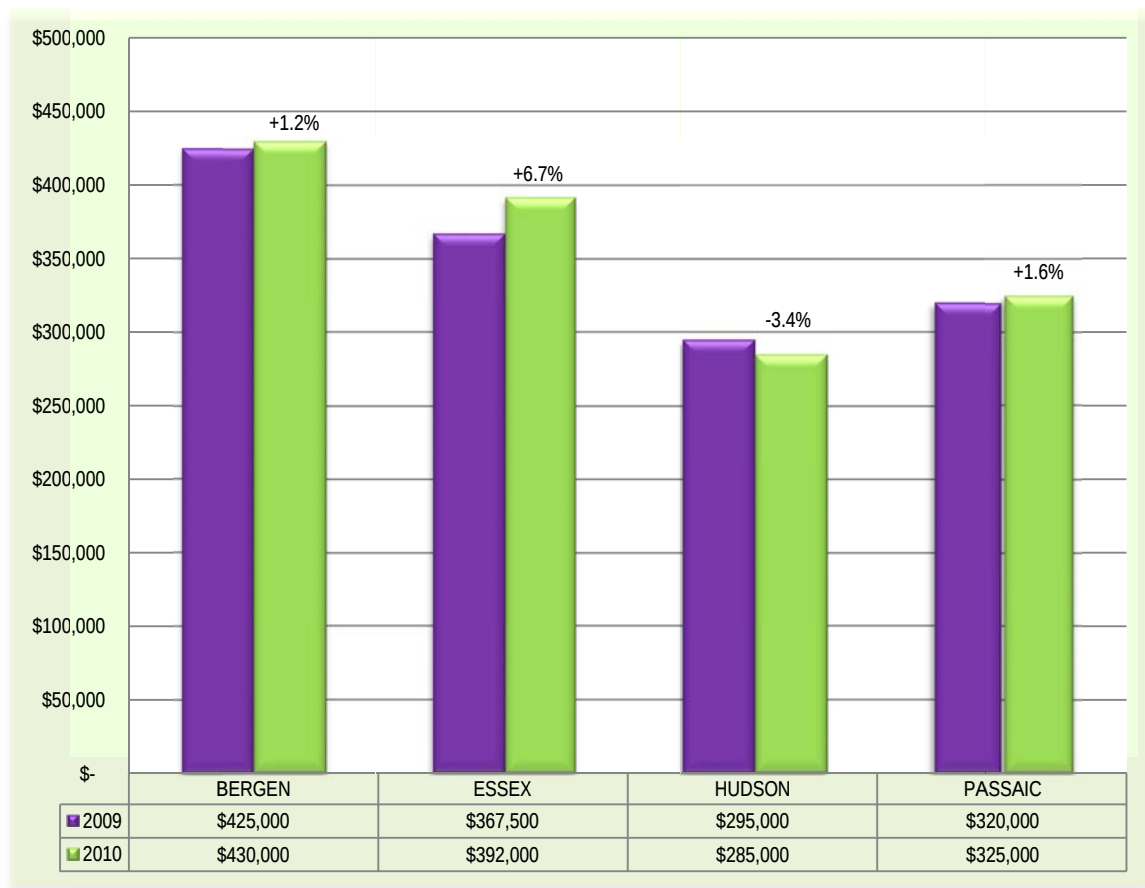
Median Sold Price by County – Single Family

Past 12 Months



YTD Median Sold Price - Single Family

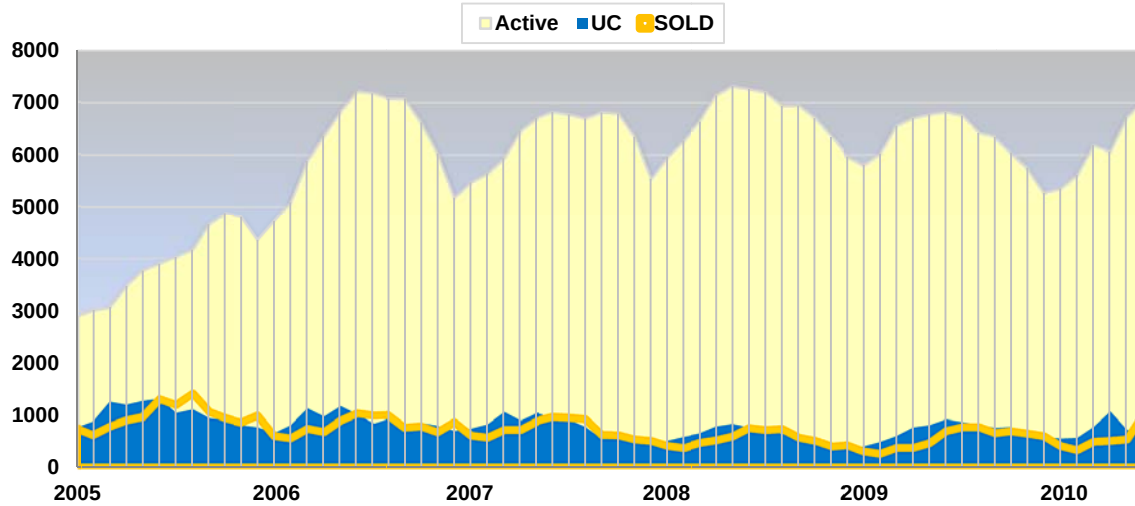
2009 vs 2010 - As of June 30th



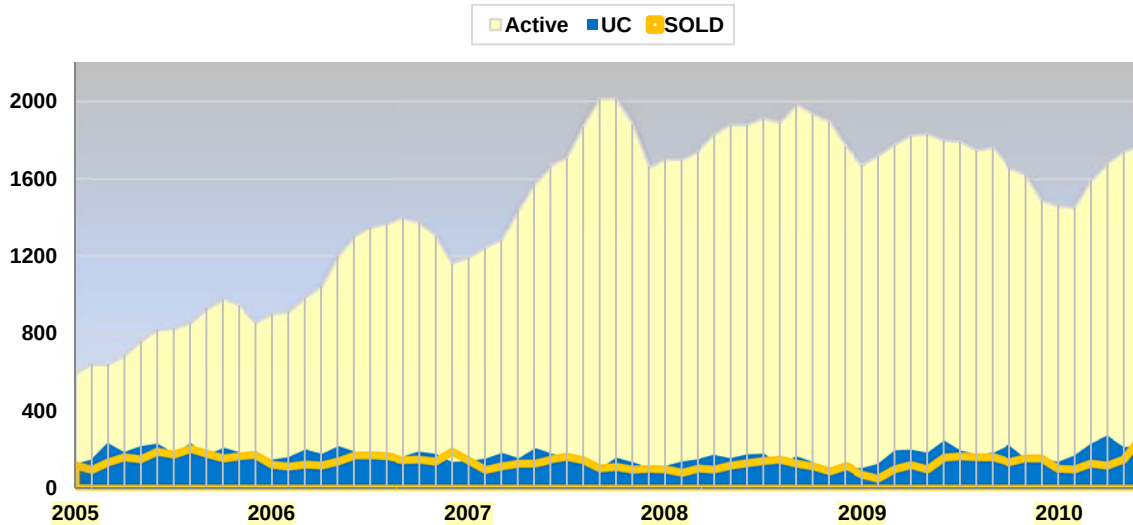
Trends by County – Residential

(Single Family, Multi-Family, CCT)

BERGEN



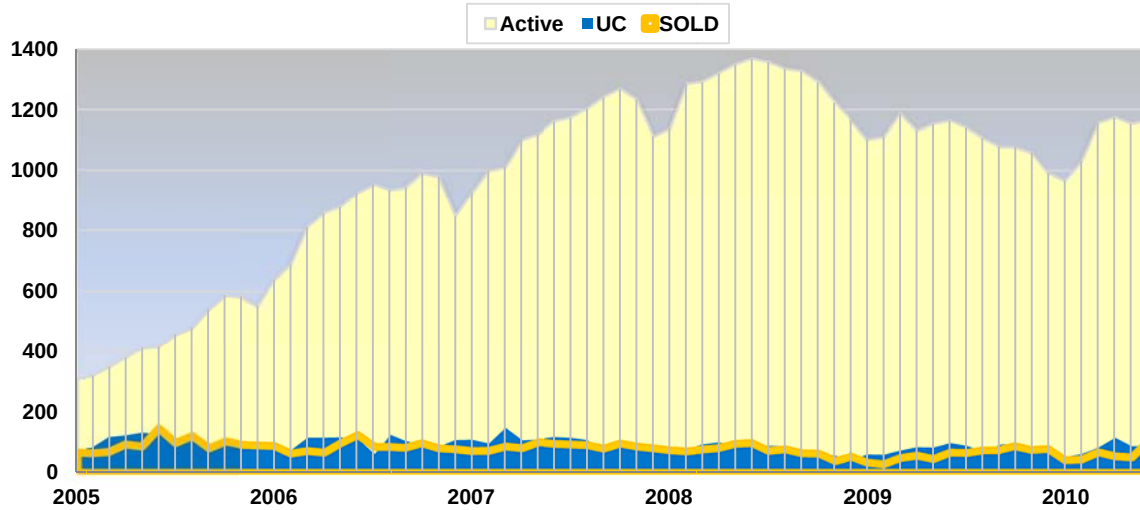
ESSEX



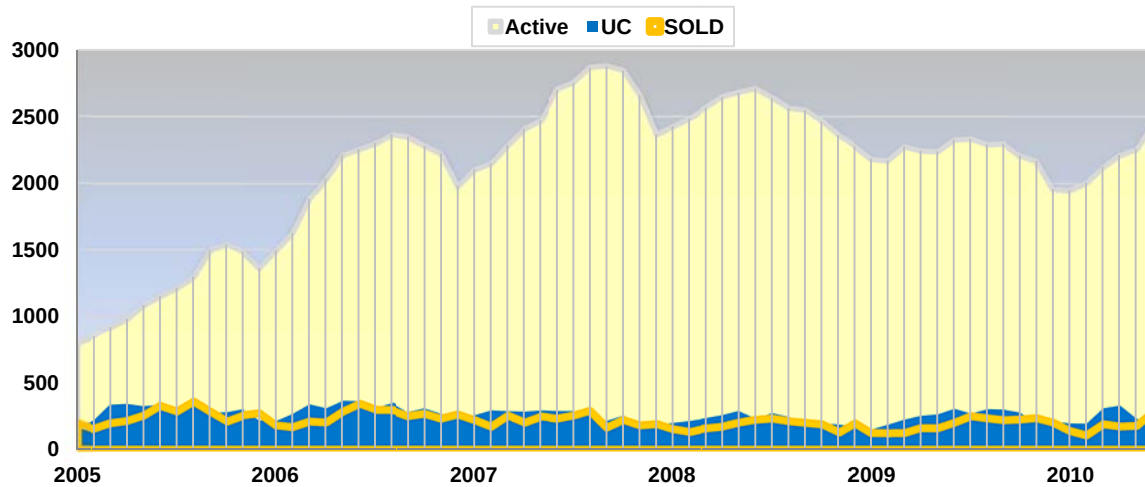
Trends by County - Residential

(Single Family, Multi-Family, CCT)

HUDSON

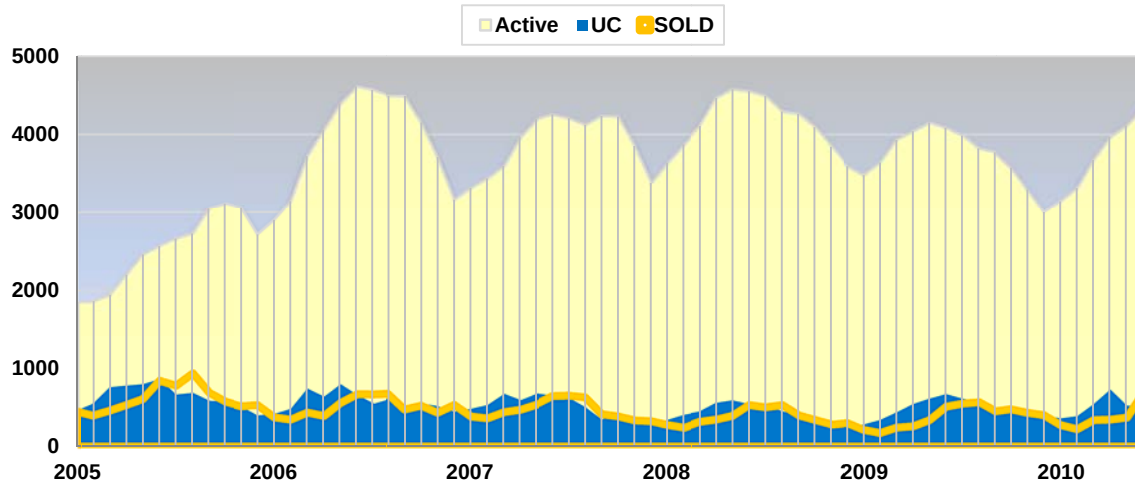


PASSAIC

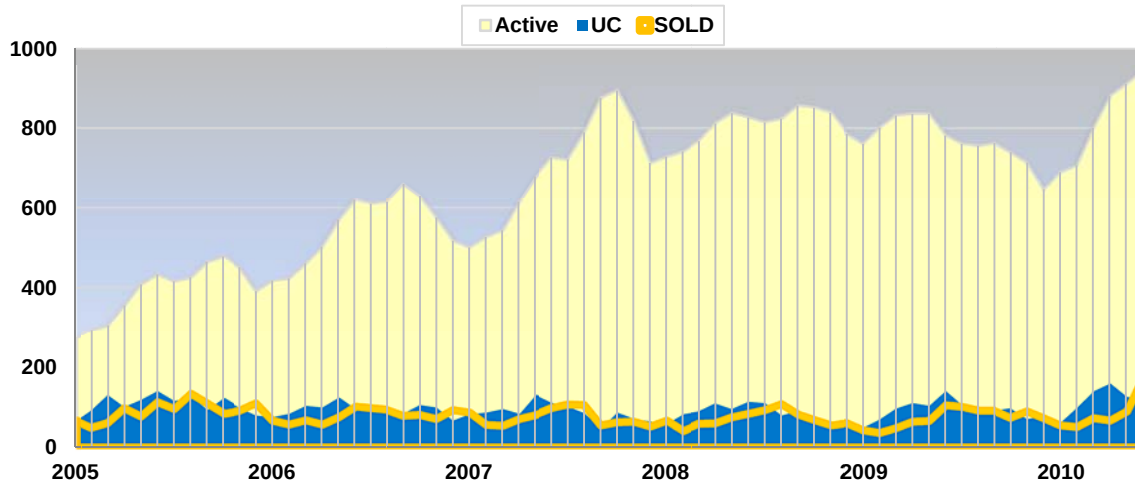


Trends by County - Single Family

BERGEN

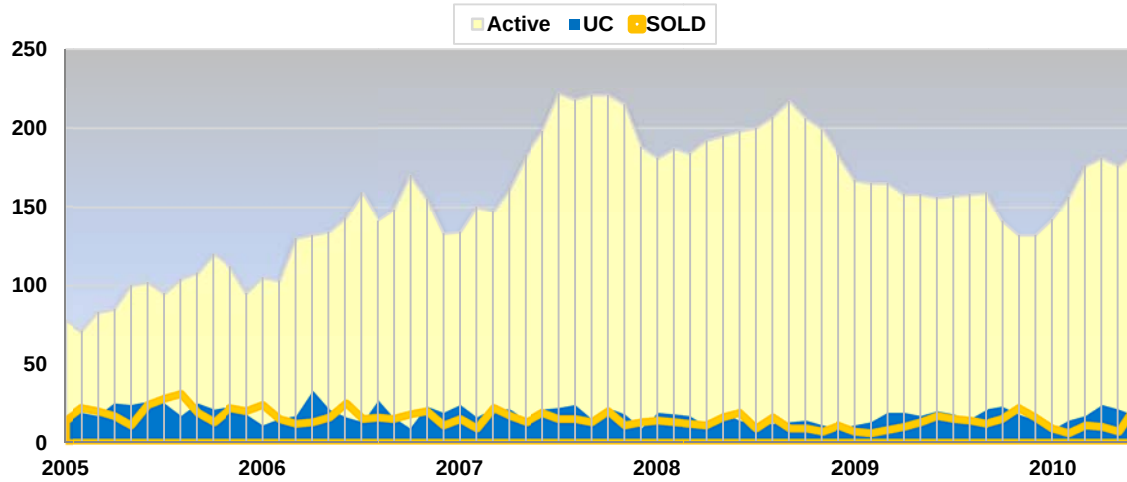


ESSEX

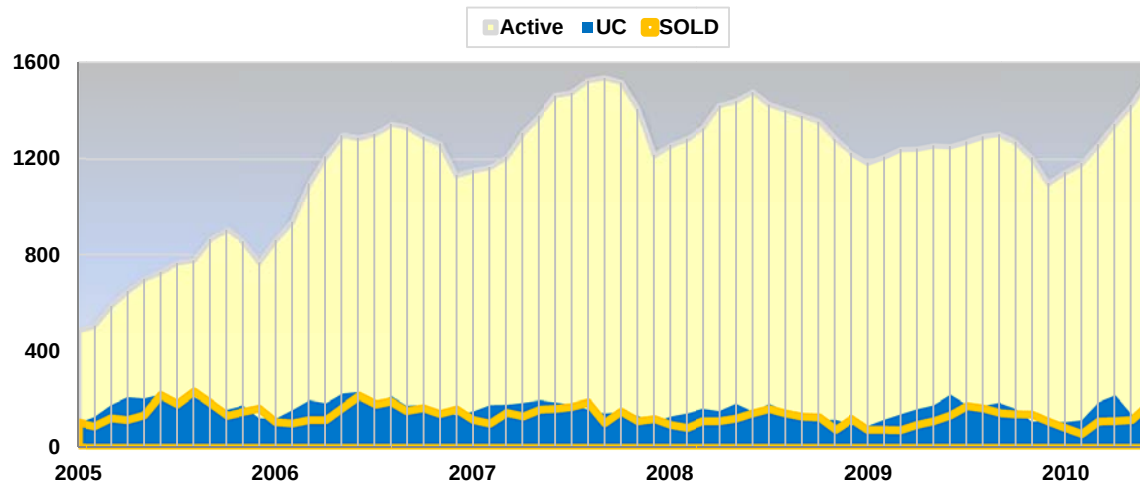


Trends by County - Single Family

HUDSON

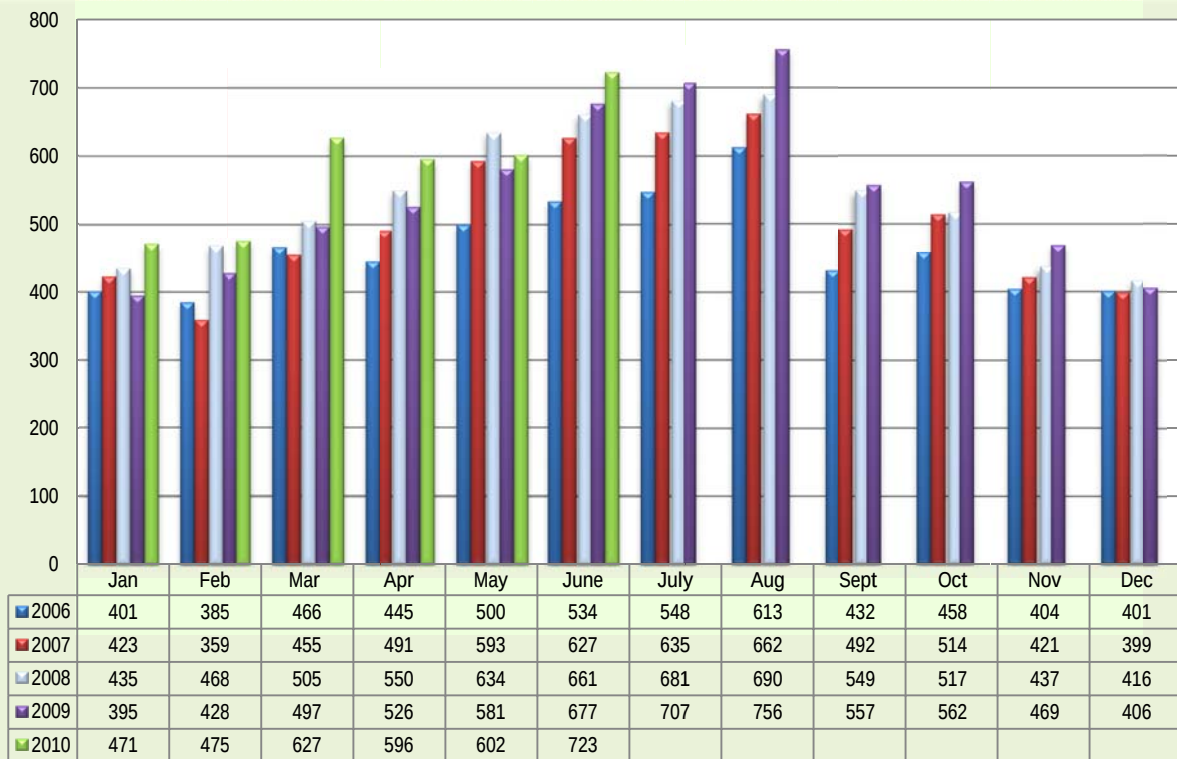


PASSAIC

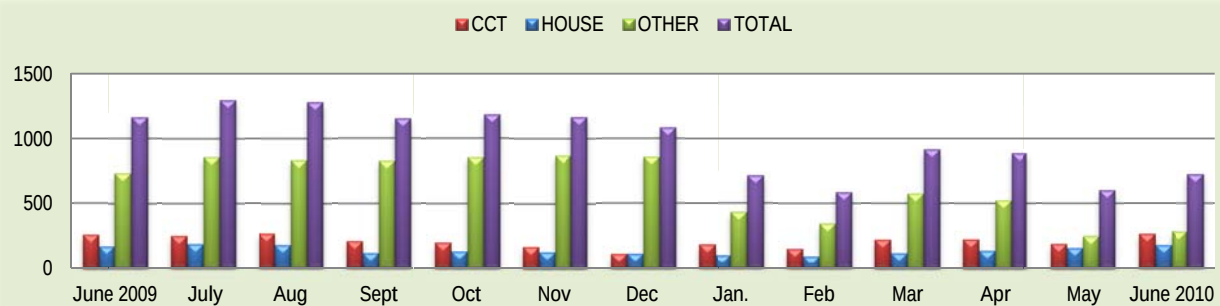


Total Residential Rental - Units Leased

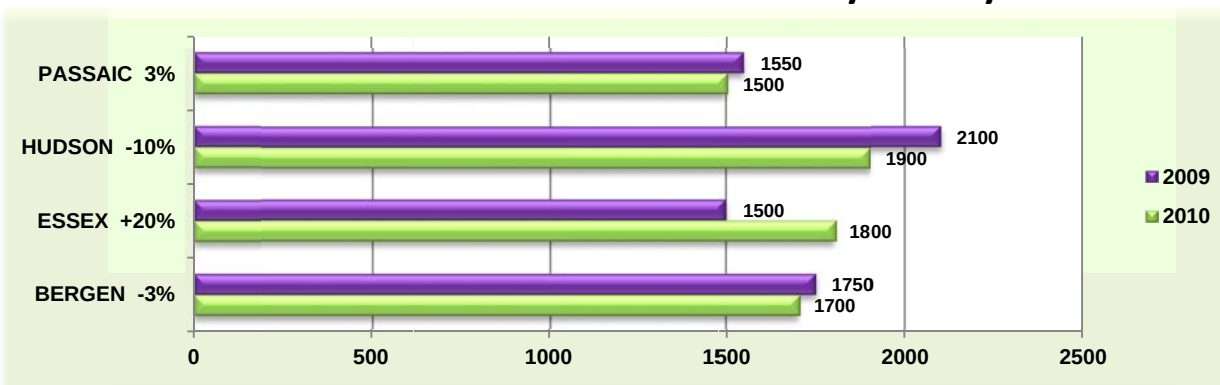
2006 – 2010



Residential Rental Median Leased Price by Style – Past 12 Months



YTD Residential Rental Median Leased Price by County - As of June 30th

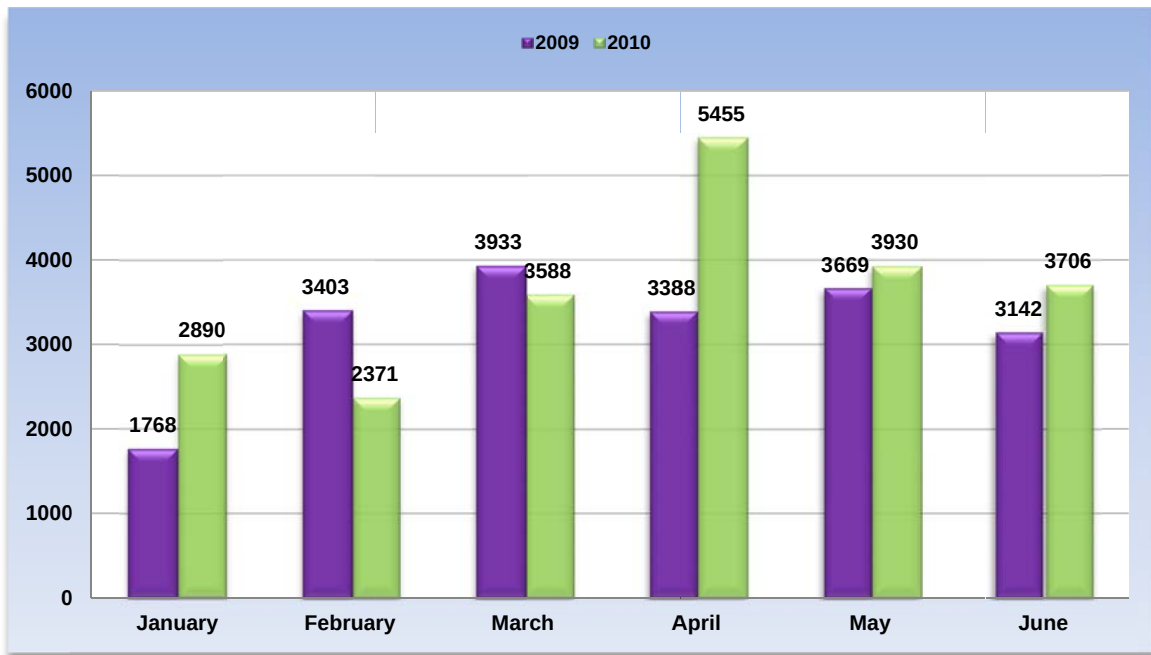


2009 YTD Median Leased Price all Counties - \$1,795

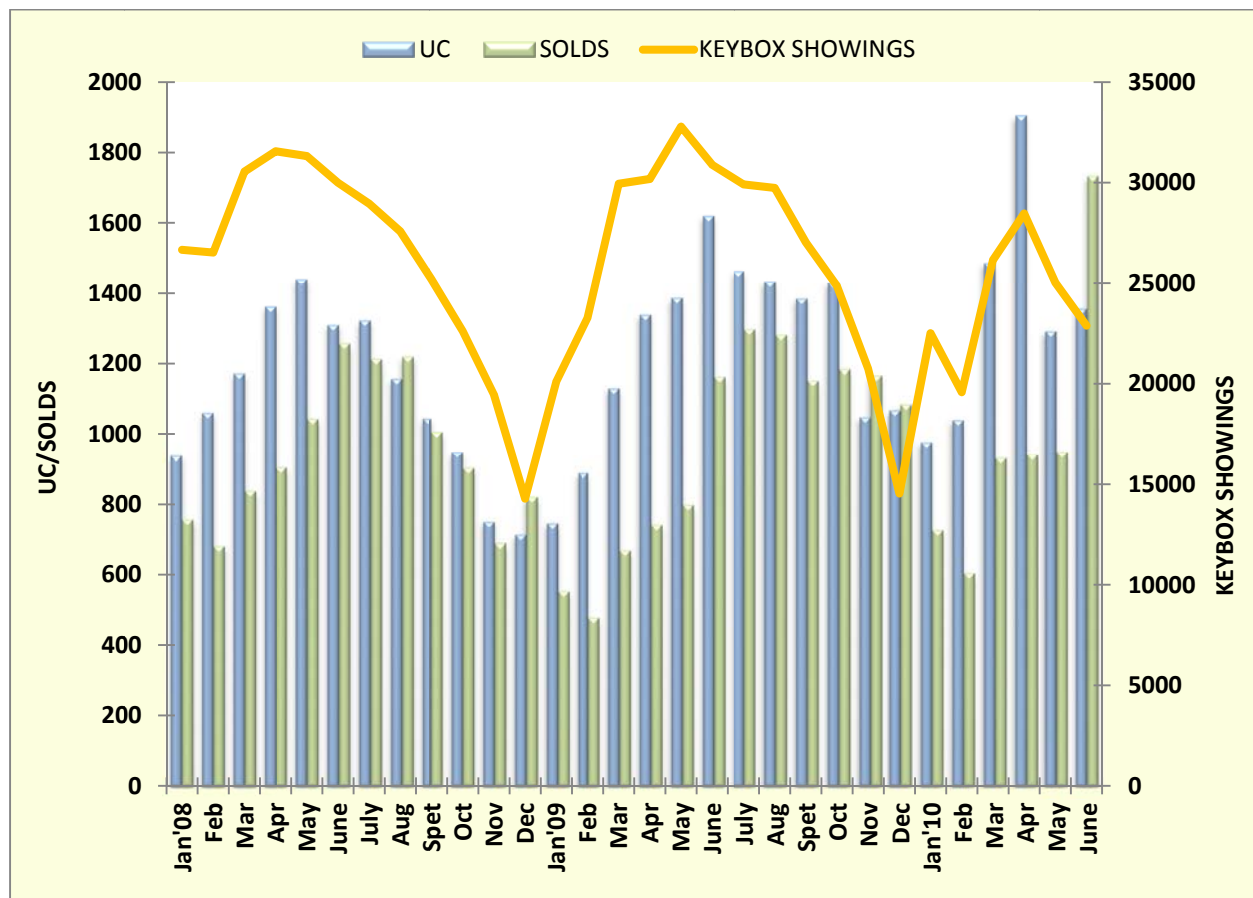
2010 YTD Median Leased Price all Counties - \$1,700

Other Market Indicators

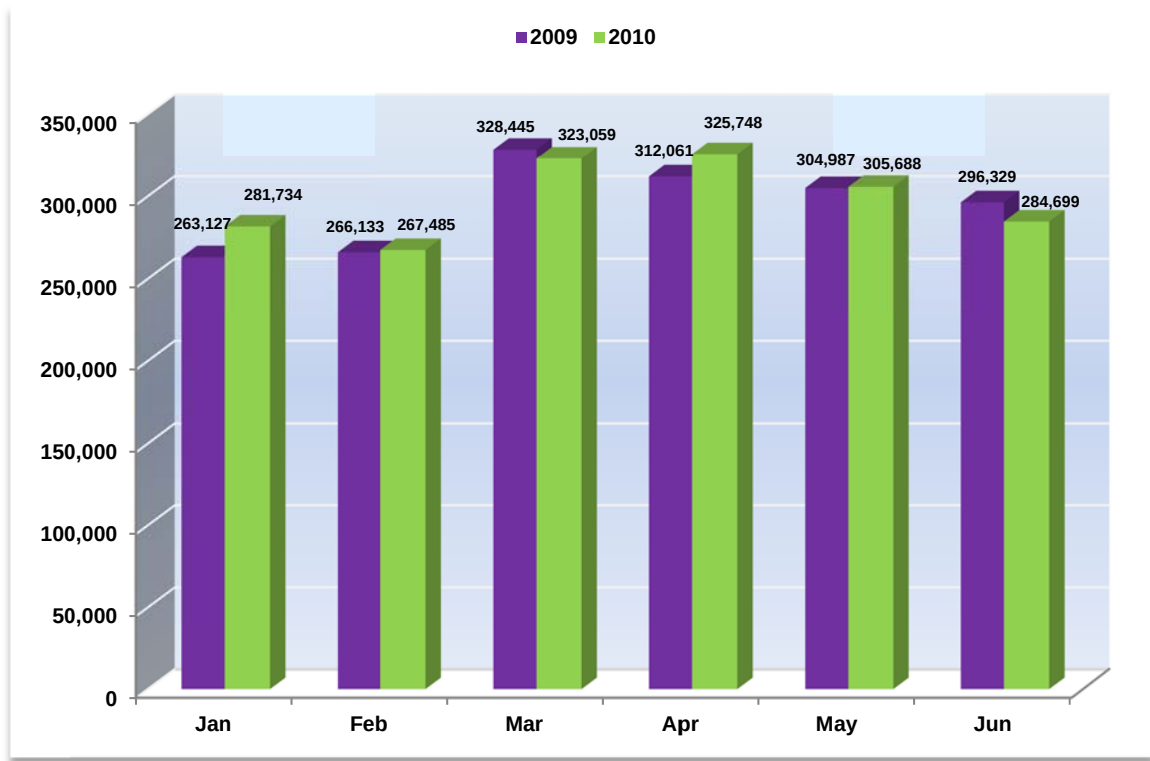
Monthly Open House Count



Keybox Showings in JUNE: 22,884



NJMLS.com Hits in 2010



NJMLS.com Leads Sent in 2010

