



Fourth Quarter 2018

Market Report | Hoboken/Downtown Jersey City



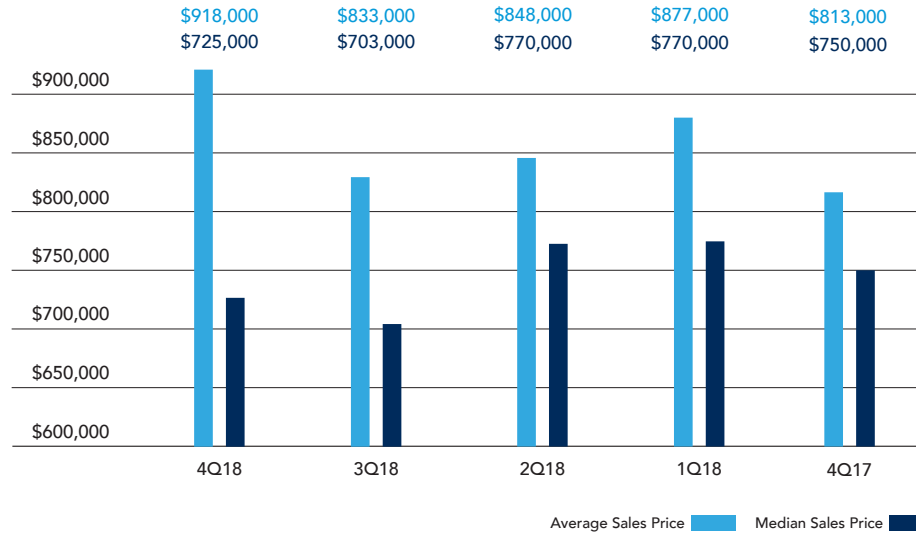
Hoboken

ALL APARTMENTS

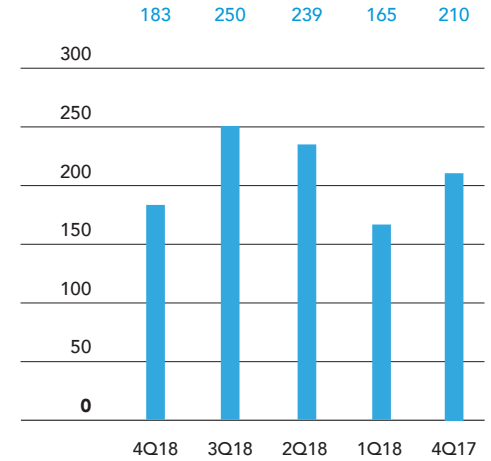
The average sale price of Hoboken apartments increased by 13% over the same quarter last year. The average price of \$918,000 was also 10% higher than prior quarter. The median sale price declined slightly ending at \$725,000.

The number of closed sales declined 13% from 210 sales in 2017 to 183 sales in the last quarter of 2018. This drop in the number of sales was largely due to constrained supply levels. Apartments spent an average of 37 days on market with sellers gaining an average of 99% of asking prices.

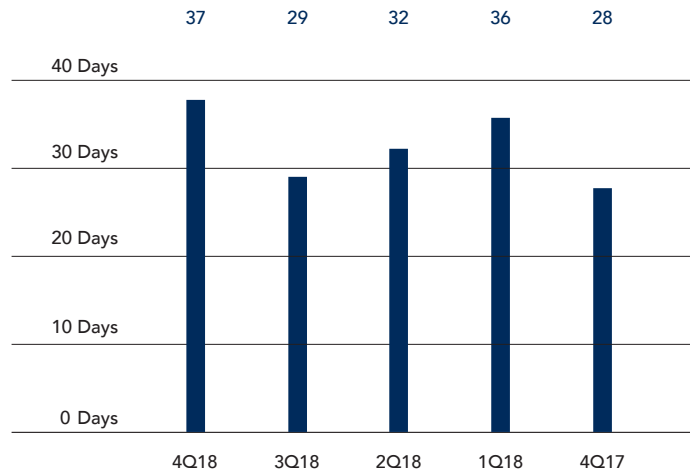
AVERAGE AND MEDIAN SALES PRICE



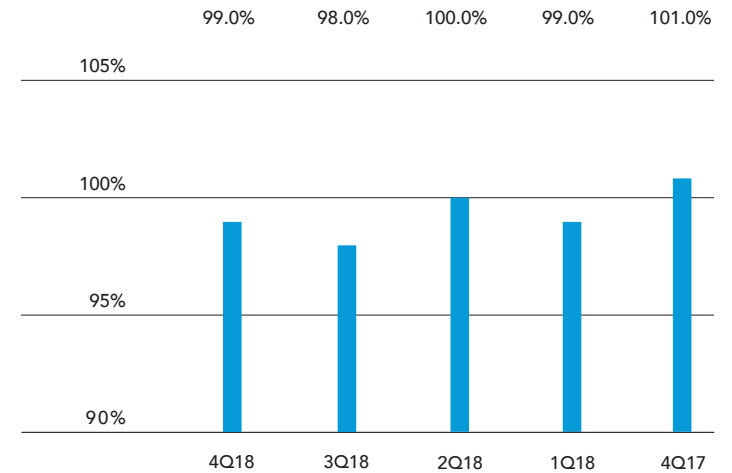
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



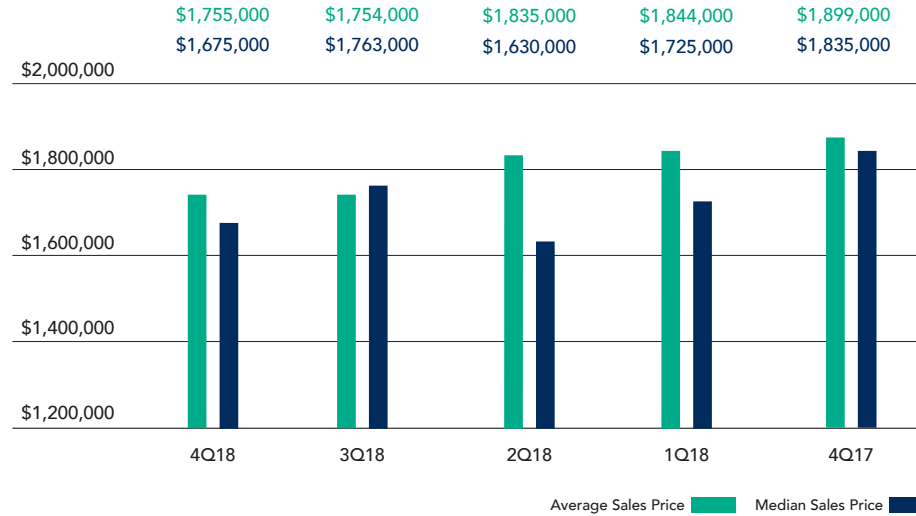
Hoboken

TOWNHOUSES (1-4 UNITS)

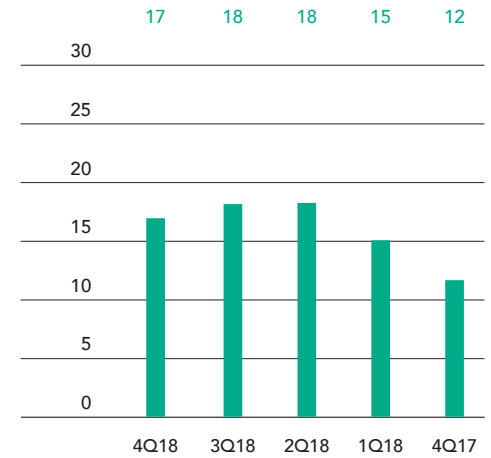
The average sale price of Hoboken townhouses was \$1,754,00 or 8% lower than the same period the prior year. The median sale price also declined ending at \$1,675,000 or 9% lower. The drop in these market measures was not due to softness in the market but rather the result of fewer transaction at the top price tier.

There were 17 closed sales this period compared with just 12 at the end of 2017. The average days on the market fell to 42 days and sellers received approximately 98% of asking price.

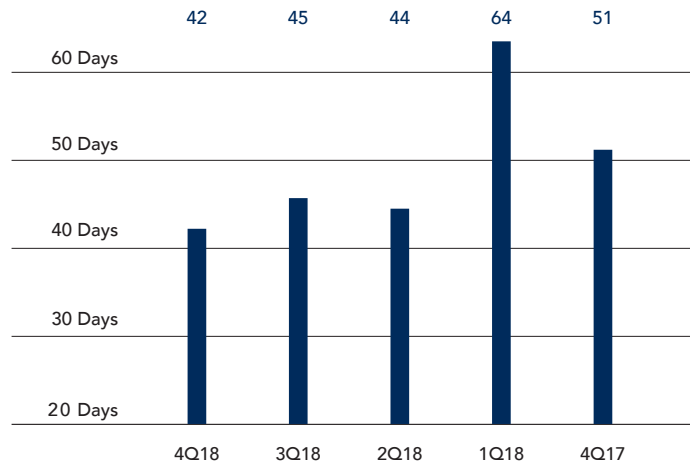
AVERAGE AND MEDIAN SALES PRICE



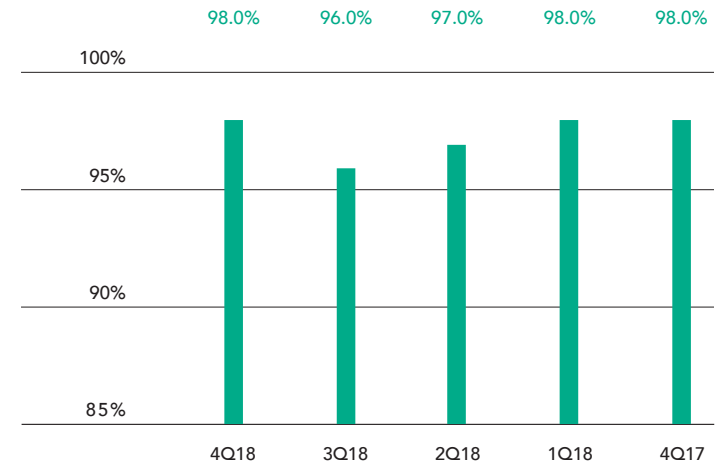
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



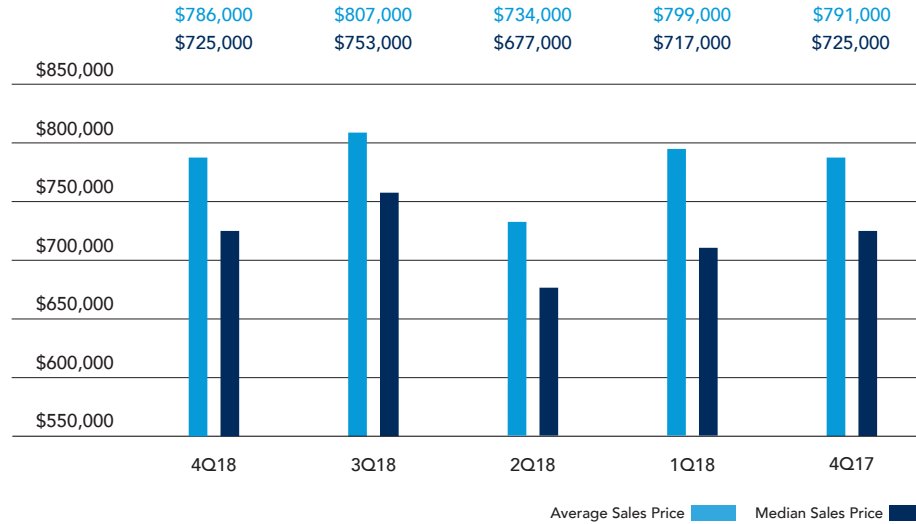
Downtown Jersey City

ALL APARTMENTS

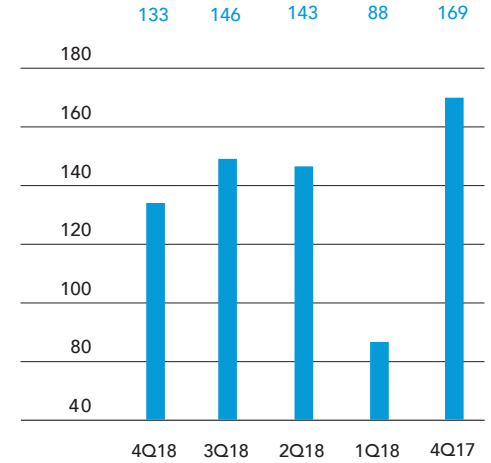
The average sale price of apartments in Downtown Jersey City had little change declining just 1% from the same period last year ending at \$786,000. The median price remained equal ending at \$725,000.

The number of closed sales fell 21% with just 133 closed transactions versus 169 during same period last year. The lower volume of sales was caused by low inventory rather than diminished demand. The apartments sold this quarter spent an average of 42 days on market while sellers received 98% of their asking price.

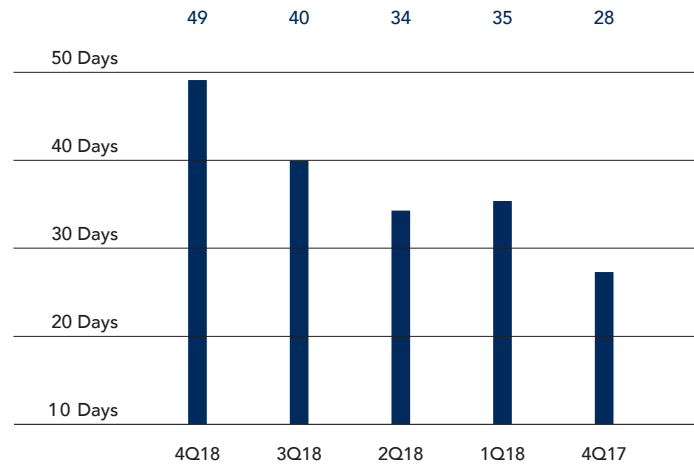
AVERAGE AND MEDIAN SALES PRICE



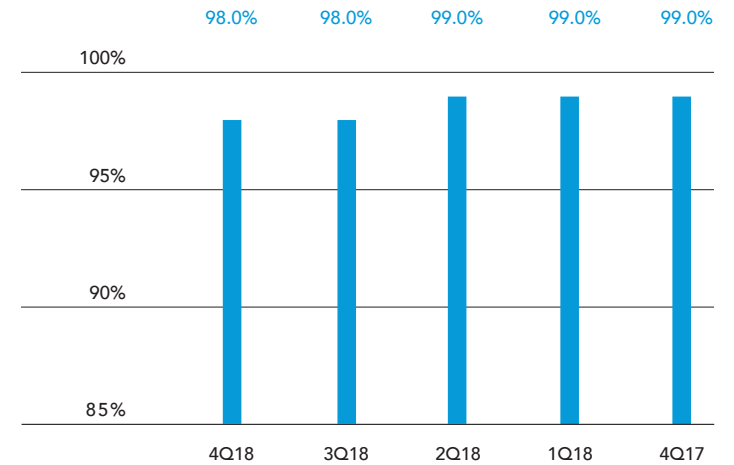
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



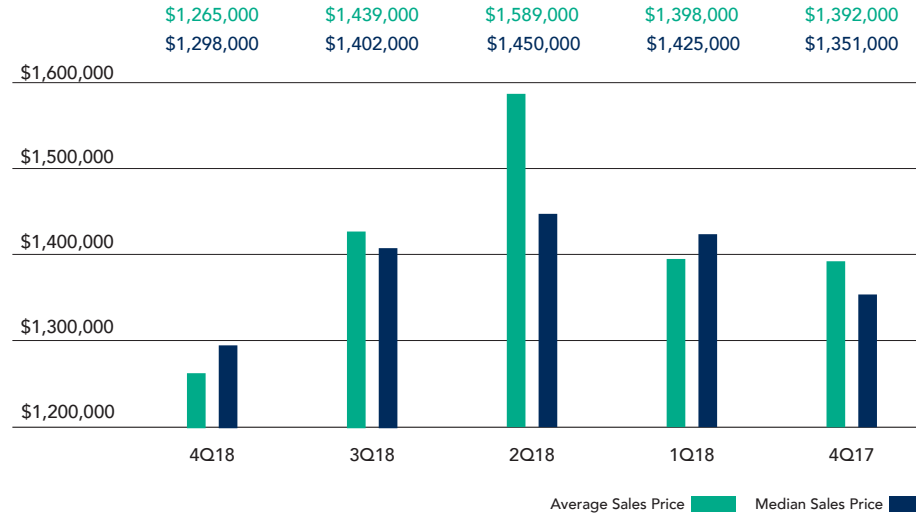
Downtown Jersey City

TOWNHOUSES (1-4 UNITS)

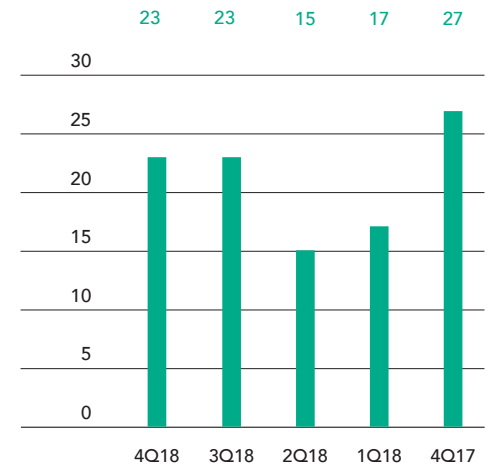
The average sale price of Downtown Jersey City townhouses declined 9% ending at \$1,265,000 versus \$1,392,000 from the same period last year. The median sale price was also lower ending at \$1,298,000 or 4% lower than prior year.

There were 23 closed sales or 15% fewer transactions this period with an average of 40 days on market and sellers receiving 97% of asking price.

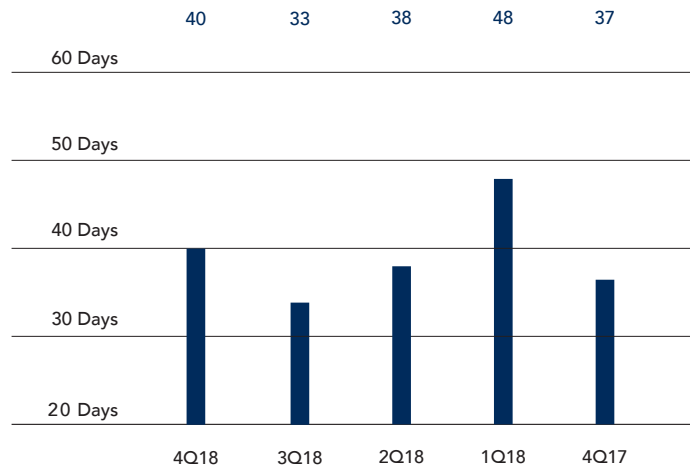
AVERAGE AND MEDIAN SALES PRICE



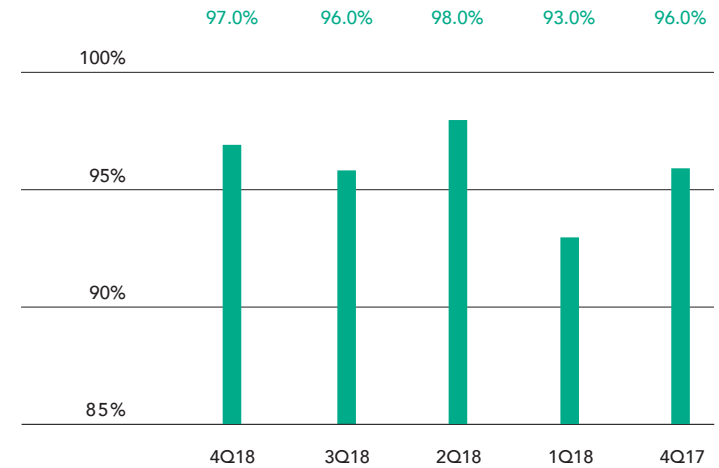
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



HALSTEAD

REAL ESTATE

OFFICES

MANHATTAN PARK AVENUE

499 Park Avenue
New York, NY 10022
212.734.0010

EAST SIDE

770 Lexington Avenue
New York, NY 10065
212.317.7800

WEST SIDE

408 Columbus Avenue
New York, NY 10024
212.769.3000

VILLAGE

831 Broadway
New York, NY 10003
212.381.6500

SOHO

451 West Broadway
New York, NY 10012
212.381.4200

HARLEM

2169 Frederick Douglass Boulevard
New York, NY 10026
212.381.2570

WASHINGTON HEIGHTS

819 West 187th Street
New York, NY 10033
212.381.2452

BRONX RIVERDALE JOHNSON

3531 Johnson Avenue
Riverdale, NY 10463
718.878.1700

RIVERDALE MOSHOLU

5626 Mosholu Avenue
Riverdale, NY 10471
718.549.4116

BROOKLYN BROOKLYN HEIGHTS

122 Montague Street
Brooklyn, NY 11201
718.613.2000

NORTH SLOPE

76 Seventh Avenue
Brooklyn, NY 11217
718.399.2222

PARK SLOPE

160 7th Avenue
Brooklyn, NY 11215
718.878.1960

COBBLE HILL

162 Court Street
Brooklyn, NY 11201
718.613.2020

BEDFORD STUYVESANT

316 Stuyvesant Avenue
Brooklyn, NY 11233
718.613.2800

BEDFORD STUYVESANT

1191 Bedford Avenue
Brooklyn, NY 11216
N/A

SOUTH SLOPE

1214 8th Avenue
Brooklyn, NY 11215
718.878.1888

FORT GREENE

725 Fulton Street
Brooklyn, NY 1127
718.613.2800

HUDSON VALLEY HUDSON

526 Warren Street
Hudson, NY 12534
518.828.0181

CONNECTICUT DARIEN

671 Boston Post Road
Darien, CT 06820
203.655.1418

NEW CANAAN - ELM STREET

183 Elm Street
New Canaan, CT 06840
203.966.7800

NEW CANAAN - SOUTH AVENUE

6 South Avenue
New Canaan, CT 06840
203.966.7772

ROWAYTON

140 Rowayton Avenue
Rowayton, CT 06853
203.655.1418

GREENWICH

125 Mason Street
Greenwich, CT 06830
203.869.8100

STAMFORD

1099 High Ridge Road
Stamford, CT 06905
203.329.8801

WESTPORT

379 Post Road East
Westport, CT 06880
203.221.0666

WILTON

21 River Road
Wilton, CT 06897
203.762.8118

QUEENS LONG ISLAND CITY

47-12 Vernon Boulevard
Queens, NY 1110
718.878.1800

NEW JERSEY HOBOKEN

200 Washington Street
Hoboken, NJ 07030
201.478.6700

MONTCLAIR

635 Valley Road,
Montclair, NJ 07030
973.744.6033

HAMPTONS EAST HAMPTON

2 Newtown Lane
East Hampton, NY 11937
631.324.6100

SOUTHAMPTON

31 Main Street
Southampton, NY 11968
631.283.2883

CORPORATE COMMERCIAL SALES

770 Lexington Avenue
New York, NY 10065
212.381.3208

DEVELOPMENT MARKETING

445 Park Avenue
New York, NY 10022
212.521.5703

GLOBAL SERVICES

770 Lexington Avenue
New York, NY 10065
212.381.6521

MANAGEMENT COMPANY

770 Lexington Avenue, 7th floor
New York, NY, 10065
212.508.7272

Halstead Property, LLC.

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