

Mountain Lakes

July 2021 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	154 Intervale Road	Victrian	4	2.1	40	\$699,000	\$699,000	\$650,000	92.99%	\$602,500	1.08
2	2 Warwick Road	CapeCod	3	2.0	71	\$659,000	\$659,000	\$675,000	102.43%	\$504,600	1.34
3	47 Lookout Road	Custom	5	3.0	1	\$749,900	\$749,900	\$760,000	101.35%	\$646,300	1.18
4	245 Boulevard	Custom	4	2.0	34	\$819,000	\$799,000	\$787,500	98.56%	\$644,600	1.22
5	81 Hanover Road	Colonial	5	3.1	25	\$785,000	\$785,000	\$800,000	101.91%	\$805,200	0.99
6	20 Pollard Road	Colonial	5	3.1	8	\$939,900	\$939,900	\$945,000	100.54%	\$854,500	1.11
7	65 Melrose Road	Colonial	5	3.1	14	\$995,000	\$995,000	\$1,050,000	105.53%	\$790,300	1.33
8	101 Boulevard	Colonial	6	4.1	30	\$1,115,000	\$1,049,000	\$1,100,000	104.86%	\$995,400	1.11
9	297 Morris Avenue	Colonial	6	3.1	111	\$1,299,000	\$1,299,000	\$1,200,000	92.38%	\$1,140,800	1.05
10	249 Morris Avenue	Colonial	5	3.2	14	\$1,159,000	\$1,159,000	\$1,202,000	103.71%	\$1,001,700	1.20
11	10 Rockaway Terrace	Colonial	6	3.1	0	\$1,215,000	\$1,215,000	\$1,215,000	100.00%	\$930,800	1.31
12	3 Hanover Road	Custom	6	4.1	11	\$1,400,000	\$1,400,000	\$1,375,000	98.21%	\$1,264,700	1.09
13	1 East Shore Road	Contemp	5	4.1	74	\$1,895,000	\$1,798,000	\$1,643,000	91.38%	\$1,615,900	1.02
14	129 Pollard Road	Custom	6	5.1	5	\$1,649,000	\$1,649,000	\$1,649,000	100.00%	\$1,420,400	1.16
15	96 Lookout Road	Custom	5	5.2	62	\$1,939,000	\$1,849,000	\$1,750,000	94.65%	\$1,308,000	1.34
16	15 Pointview Place	Colonial	5	5.2	54	\$3,100,000	\$2,800,000	\$2,597,000	92.75%	\$1,977,100	1.31
					35	\$1,276,113	\$1,240,300	\$1,212,406	98.83%		1.18

"Active" Listings in Mountain Lakes

Number of Units: 16
Average List Price: \$1,122,819
Average Days on Market: 64

"Under Contract" Listings in Mountain Lakes

Number of Units: 14
Average List Price: \$847,427
Average Days on Market: 34

Mountain Lakes 2021 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	28	82	50	40	70	36	35						43
List Price	\$679,800	\$1,065,667	\$857,483	\$885,844	\$1,035,113	\$989,644	\$1,240,300						\$1,005,039
Sales Price	\$680,667	\$1,042,000	\$832,000	\$873,244	\$1,019,444	\$1,010,605	\$1,212,406						\$997,063
SP:LP%	100.51%	97.95%	97.14%	98.67%	99.16%	102.65%	98.83%						99.85%
SP to AV	1.28	0.95	1.15	1.12	1.16	1.20	1.18						1.17
# Units Sold	6	3	6	9	8	18	16						66
3 Mo Rate of Ab	1.90	2.82	2.65	2.69	2.22	1.39	1.00						2.10
Active Listings	11	13	16	17	11	13	16						14
Under Contracts	21	26	29	34	37	25	14						27

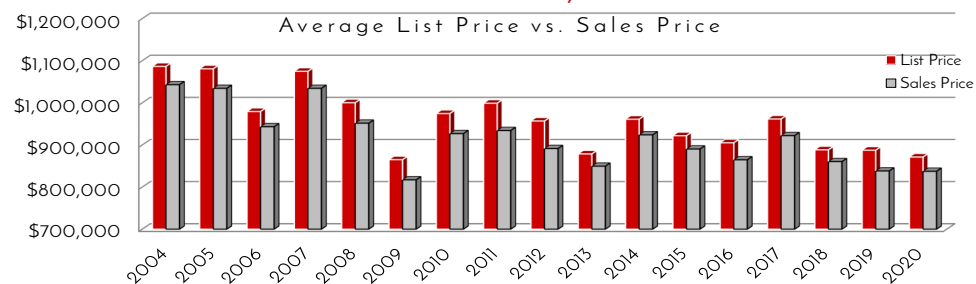
Flashback! YTD 2020 vs YTD 2021

YTD	2020	2021	% Change
DOM	80	43	-46.66%
Sales Price	\$860,316	\$997,063	15.89%
LP:SP	96.13%	99.85%	3.86%
SP:AV	1.10	1.17	6.12%

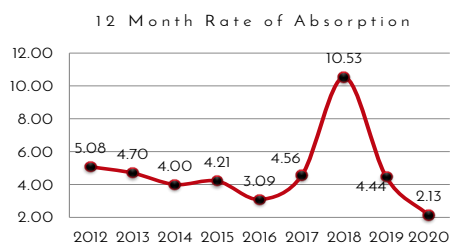
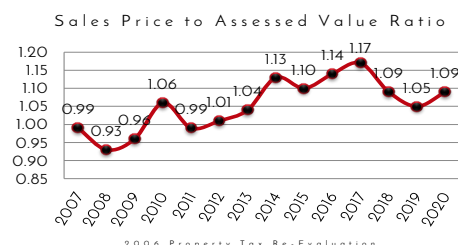


YTD	2020	2021	% Change
# Units Sold	41	66	60.98%
Rate of Ab 3 Mo	4.04	1.00	-75.25%
Actives	33	16	-51.52%
Under Contracts	25	14	-44.00%

Mountain Lakes Yearly Market Trends



Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
LP	\$1,086,314	\$1,080,639	\$979,300	\$1,074,680	\$1,000,158	\$864,893	\$974,517	\$999,001	\$956,785	\$878,607	\$961,033	\$921,855	\$905,003	\$961,536	\$888,316	\$887,463	\$871,246
SP	\$1,042,989	\$1,034,311	\$943,202	\$1,034,373	\$951,575	\$817,070	\$926,917	\$934,201	\$891,386	\$849,503	\$923,868	\$890,247	\$864,618	\$922,138	\$860,300	\$838,173	\$837,473



Mountain Lakes Yearly Market Trends

