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Montclair: market and seller brief

The closed-sale record, and what it means if you are selling

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First edition · November 11, 2026

Montclair Township, Essex County

Market evidence

12 months of closings, October 2025 through September 2026

247 closed single-family sales

Source

GSMLS closed sales, aggregates only

Tax figures: NJ Division of Taxation

1 What a budget buys

Closed sales, grouped by what the buyer actually paid. Bands are cut on sale price, not asking price, so each row answers "what did this budget get" rather than "what was advertised".

PRICE PAID	SALES	SHARE	MEDIAN SALE	MEDIAN BEDS	MEDIAN BUILT	SALE ÷ FIRST ASK	ABOVE FIRST ASK	DAYS TO CONTRACT
Under $1.0M	49	19.8%	$845,000	3	1922	112.1%	82%	20
$1.0M – $1.5M	67	27.1%	$1,300,000	4	1923	129.9%	93%	14
$1.5M – $2.0M	73	29.5%	$1,720,000	5	1922	133.4%	93%	12
$2.0M and up	58	23.5%	$2,400,000	6	1916	116.7%	79%	14

Closed single-family sales by price paid

Reporting period: October 1, 2025 to September 30, 2026

Basis: closed sale price.

Read the last three columns together and the bands stop looking alike. Under $1.0M the median sale-to-first-ask ratio was 112.1% and the median time to contract 20 days. Between $1.5M and $2.0M the median ratio was 133.4% in 12 days, with 93% of that band closing above the first ask.

Above $2.0M the pattern loosens again: 116.7% of first ask and 79% above it. The gap between the first asking price and the closing price is therefore narrower in this band than in the middle of the market. The record shows the narrower gap; it does not show why, and pricing intent is not something a closings file records.

What this means in practice: the band you are shopping decides how much of a gap to plan for, and the $1.0M-$2.0M middle is where the gap is widest. It does not mean every house follows the band. A median is the middle of a distribution, not a rule.

BEDROOMS	SALES	SHARE	MEDIAN SALE	DAYS TO CONTRACT
3 bedrooms or fewer	46	18.7%	$955,000	17
4 bedrooms	70	28.5%	$1,437,500	14
5 bedrooms	70	28.5%	$1,702,500	13
6 bedrooms or more	60	24.4%	$2,125,000	14

Closed sales by bedroom count as recorded on the listing

Reporting period: October 1, 2025 to September 30, 2026

Basis: bedroom count as reported on the closed listing.

1 closed sale(s) did not report this field and are excluded from the shares above.

The closed-sale sample includes many large homes: houses with five or more bedrooms were 53% of closed sales in the period, which is why a town-wide median says less here than a median inside the size and band you are actually shopping.

STYLE	SALES	SHARE	MEDIAN SALE	MEDIAN BUILT
Colonial	161	65.2%	$1,525,000	1922
Victorian	30	12.2%	$1,645,250	1897
Tudor	11	4.5%	$2,150,000	1925
All other recorded styles	45	18.2%	$1,340,000	1955

Closed sales by recorded style

Reporting period: October 1, 2025 to September 30, 2026

Basis: primary style as recorded on the closed listing.

Categories with fewer than 10 sales are combined into one row rather than shown as a median of a handful of sales.

No price per square foot in this guide

Living area is recorded on only 77 of the 494 records in the export, and the records that carry it skew to larger houses. A price per square foot computed from that minority would read as a town-wide fact while describing the biggest homes only, so no such figure is published here. For a specific house, measured living area comes from the appraisal, the floor plan, or the assessor's record card -- not from this dataset.

2 Where the market actually is

What the closed-sale record supports about direction, and what it does not.

The headline period is 12 months of closings, October 2025 through September 2026: 247 closed single-family sales, median $1,524,000, with the middle half of sales falling between $1,150,000 and $1,999,999. Every month in that window is whole, which is why it is the headline rather than the pipeline's mid-month window.

The median ratio of sale price to first asking price was 123.8%, and 87% of sales finished strictly above it. Time was short at both ends: a median of 14 days from listing to the MLS pending date, then 40 more to the closing table.

Two very different groups sit inside that one number

The export records a listing's first asking price and its last one. Comparing those two endpoints splits the period cleanly. For 234 sales the final asking price ended at or above the original, and those closed at a median 125.5% of the first ask in 14 days. For 13 sales the final asking price ended below the original, and those closed at a median 96.3% of the first ask after 44 days.

This is an endpoint comparison and nothing more. The export does not record how many times a price changed, when, or why, so neither group can be described as having held its price, and nothing here shows what any seller intended. What it does show is that the town-wide over-ask figure is dominated by the first group, and that a listing whose price came down behaved very differently on both price and time.

For a seller, the practical reading is that the over-ask statistic is an outcome observed across a mixed set of houses, not a result that follows from pricing low. What your house does depends on the house, the preparation and the comparable sales on your own blocks.

MEASURE	NOV 2025 – SEP 2026	NOV 2024 – SEP 2025
Closings	232	236
Median sale	$1,500,500	$1,462,500
Sale ÷ first ask	124.3%	121.7%
Above first ask	88%	86%
Days to contract	14	14

An equal-period comparison

Eleven months each, the same calendar months a year apart, both entirely inside the recorded GSMLS search. This is the longest whole-calendar-month comparison the recorded search covers on both sides; other fully covered windows exist, and a rolling window that does not start on the first of a month would also work. This one was chosen so each side is a run of whole months.

On an equal-length, fully covered basis the median moved +2.6% and the number of sales changed by -4. That is a modest move, and it is eleven months against eleven months rather than a calendar year.

A change in the median is not the same as a change in what a given house is worth. The median moves when the mix of houses that happened to sell changes — more large houses in one window, more entry-level ones in the next — as well as when values move. Treat it as a description of what sold, not as an appreciation rate for your own home.

Why the headline comparison is eleven months, not twelve

The export's recorded GSMLS search begins 2024-10-25. The matching prior 12 months (2024-10-01 to 2025-09-30) starts before that, so its closings are not completely covered and no 12-month year-over-year change can be stated from this file. A percentage computed across that boundary would look like a year-over-year fact while resting partly on a period the export never covered. The comparison above is instead the longest run of whole calendar months the recorded search covers on both sides; other fully covered windows exist, and a rolling window that does not start on the first of a month would also work.

MONTH	CLOSINGS	MEDIAN SALE	COVERAGE
Oct 2024 PART MONTH	4	—	the recorded search covers only 2024-10-25 to 2024-10-31 of this month, so the count is an artifact of the search window
Nov 2024	20	$1,252,000	whole month
Dec 2024	23	$1,350,000	whole month
Jan 2025	13	$1,450,000	whole month
Feb 2025	4	—	whole month
Mar 2025	13	$1,177,000	whole month
Apr 2025	17	$1,400,000	whole month
May 2025	33	$1,800,000	whole month
Jun 2025	39	$1,570,000	whole month
Jul 2025	39	$1,525,000	whole month
Aug 2025	27	$1,550,000	whole month
Sep 2025	8	—	whole month
Oct 2025	15	$1,700,000	whole month
Nov 2025	21	$1,651,000	whole month
Dec 2025	17	$1,600,000	whole month
Jan 2026	13	$840,000	whole month
Feb 2026	6	—	whole month
Mar 2026	14	$1,487,500	whole month
Apr 2026	17	$1,660,000	whole month
May 2026	27	$1,525,000	whole month
Jun 2026	33	$1,700,000	whole month
Jul 2026	36	$1,605,375	whole month
Aug 2026	31	$1,425,000	whole month
Sep 2026	17	$1,300,000	whole month
Oct 2026 PART MONTH	7	—	the recorded search covers only 2026-10-01 to 2026-10-24 of this month, so the count is an artifact of the search window

Closings by month

Each month carries its own coverage state. A month marked partial is only partly inside the recorded GSMLS search (2024-10-25 to 2026-10-24), so its count reflects the search window rather than the market and is not comparable with the whole months around it. Counts are always shown; a monthly median is suppressed below the sample floor.

An em dash means that row's own sample is below the publication floor of 10, so the median is withheld rather than published from a handful of sales. The count is always shown.

Available	29	status A (active) without an attorney-review flag — immediately available
In attorney review	2	accepted offer in attorney review (GSMLS ARIP) — still formally active under GSMLS rules; reported separately, never counted as under contract or as available
Under contract	29	status UC/UCBP — attorney review concluded
Coming soon	1	status CS — pre-market, not showable; never supply
Months of supply	1.420	available ÷ (closings in the period ÷ months in the period), identical town and property-type scope on both sides

Supply, as one dated observation

Snapshot date: October 25, 2026

These are counts available AT THE SNAPSHOT DATE. They are not a live feed and not a list of what is for sale today.

GSMLS inventory export, single-family, pulled 2026-10-25, file essex6_inventory_2026-10-25.txt, sha256 434dce8a60fa141fa10e9dc10cf3a42c81ff84378d3f6a5a1877549a75260dd3 (recorded count 220 rows, verified). Carried from the town-market manifest (Documents/town-market/out/focus8/montclair/montclair-2025-10-25_2026-10-24-sf.json); not recomputed here because the inventory export covers several towns and is a different file from the closed-sale export.

Those supply counts are a single dated snapshot, not a feed. They describe October 25, 2026 and nothing since. The months-of-supply figure is carried as published: it divides that day's 29 available listings by a pace of 245 closings over October 25, 2025 to October 24, 2026 — a few days different at each end from this guide's headline period of 247 closings over October 2025 to September 2026. The two are close but they are not the same window, and the ratio has not been recomputed against a period its source did not use.

How current this is

The newest closing in this dataset is from the second half of October 2026 and the export was pulled on October 25, 2026. Closings reported to the MLS after that date are not in it, so the most recent weeks are the least settled figures here. Nothing in this section is a forecast, and nothing in it describes conditions after the pull date.

3 Buying and selling at the same time

If your move involves selling one home and buying another, it is two transactions bolted together. That is the part that goes wrong, and the part worth a personal review.

The arithmetic that matters is not the sale price of the current house or the asking price of the next one. It is the proceeds from the sale, the purchase budget those proceeds support, and whether the two can be made to happen in an order a lender and two sellers will accept.

Montclair's own closed-sale record sharpens the problem. With a median sale-to-first-ask ratio of 123.8% and a median 14 days to contract, the sequence deserves attention before either transaction starts. These figures do not establish whether an offer with a home-sale contingency will be accepted. That depends on the specific property, competing offers and seller. A seller also needs a plan for where to move if the home goes under contract quickly.

The decision checklist

Work through these in order. Each one is a number or a decision, not a feeling.

Proceeds from the sale

- A defensible price range for the current house, from closed comparable sales rather than an automated estimate or a neighbour's asking price.
- Mortgage payoff, including any second lien or line of credit.
- Transaction costs: brokerage, NJ realty transfer fee, attorney, and the seller-side items that appear at closing.
- Anything required to get the house to market — repairs, clearing, staging — and whether it earns back more than it costs.
- The resulting net proceeds figure, and how much of it is genuinely available as a down payment rather than needed elsewhere.

Purchase budget

- A written lender pre-approval, with the rate and product assumptions it is based on stated.
- The payment quoted at an expected sale price, not at a list price — in this market those are frequently different numbers.
- Taxes estimated from the specific target property's current assessment and the current rate, with the scheduled revaluation noted as a planning factor rather than a forecast.
- Insurance quoted for the actual house, which in pre-war stock can move the monthly figure meaningfully.
- A monthly maintenance reserve appropriate to a house of this age, not a token figure.

Sequence and risk

- Which happens first: sell then buy, buy then sell, or simultaneous — and what each one costs in money and in risk.
- If buying first: how the purchase is financed before the sale closes, and what happens if the sale takes longer than expected.
- If selling first: where you live in the gap, and whether a rent-back or an extended closing is realistic with the specific buyer.
- Which contingencies are actually available to you given how competitive your band is, and which ones would make the offer uncompetitive.
- The attorney review period and inspection timeline on both transactions, and where they collide.
- A written fallback for the case where one of the two transactions fails.

What needs a person rather than a worksheet

- A price range for your actual house, which needs the house seen and the comparable sales chosen deliberately.
- Whether to list before buying, given your band, your financing and your tolerance for moving twice.
- How to structure an offer that competes in a band where most sales close above the first asking price, without waiving protection you need.
- Whether a specific target property's taxes, condition or historic-district status changes the budget.
- The order of operations, with dates, for two transactions that have to work together.

That is the conversation this guide is meant to make shorter. Bring the numbers you were able to fill in and the ones you could not.

Evidence and sources

Where the market figures come from, and the terms they are published under.

Dataset	GSMLS closed single-family export, Montclair Township, closings 2024-10-25 through 2026-10-24, pulled 2026-10-25
MLS	GSMLS
Records in scope	494 of 494 rows in the export
Export checksum (SHA-256)	d3757d42bb067d6115f259ca1bf23096773ca6a76c582f80e0d6d43bf2ebcabb
Checksum matches the recorded one	yes
Pull date	October 25, 2026
Recorded search covers	October 25, 2024 to October 24, 2026
Headline period	12 months of closings, October 2025 through September 2026
Coverage rule	A window is evidence only when the recorded search covers it entirely. Observed close dates never establish coverage.

Definitions used throughout

sale to original ask
: closed sale price ÷ the first asking price the home was listed at

sale to final ask
: closed sale price ÷ the last asking price before it went under contract

above ask
: strictly above; at-or-above is a different measure

days to contract
: pending date − list date on the closed listing, where list ≤ pending ≤ close

contract to close
: close date − pending date

sample floor
: a median is published only when its own denominator is at least 10

bands
: cut on closed sale price, so a band describes what a budget actually bought

Style codes

The export abbreviates style names. This guide displays the full word and records the mapping here: Bi-Level = Bi-level, Contemp = Contemporary, CustHome = Custom home, MultiFloor = Multi-floor, SplitLevel = Split level, Victrian = Victorian.

NOTE: This representation is based in whole or in part on data supplied by the Garden State Multiple Listing Service, L.L.C. ("GSMLS"). GSMLS does not guarantee nor is in any way responsible for its accuracy. Data maintained by GSMLS may not reflect all real estate activity in the market

Every figure carries its own source and date where it appears. Market figures come from a GSMLS closed-sale export; tax figures from the NJ Division of Taxation's certified tables; transit figures from NJ Transit timetables; school and municipal facts from the district's and township's own pages. Where two official sources disagree, this guide says so rather than choosing silently.

Glen Ridge is a separate municipality with its own borough government, school district and tax rate. Its station is the next stop down the line from Bay Street, but no figure in this guide describes it. Both towns are covered together on our Montclair & Glen Ridge page.

What to do next

This guide is the part that can be written down. The rest depends on your house, your numbers and your timing.

If you are buying and selling at once

The proceeds figure and the sequence decision are what make two transactions work together, and they are worth getting on paper before either one starts. See section 3, “Buying and selling at the same time”.

If you are selling

The town-wide figures describe closed outcomes across a mixed set of houses, not a promise about yours. What determines your result is the pricing decision, the preparation, and the comparable sales on your own blocks. That needs the house seen. See section 2, “Where the market actually is”.

If you are buying

Work from the price band you can actually close in rather than from asking prices, and note how wide the gap has run in that band. See section 1, “What a budget buys”.

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