

Q1 2023

Union County Market Report

COMPASS

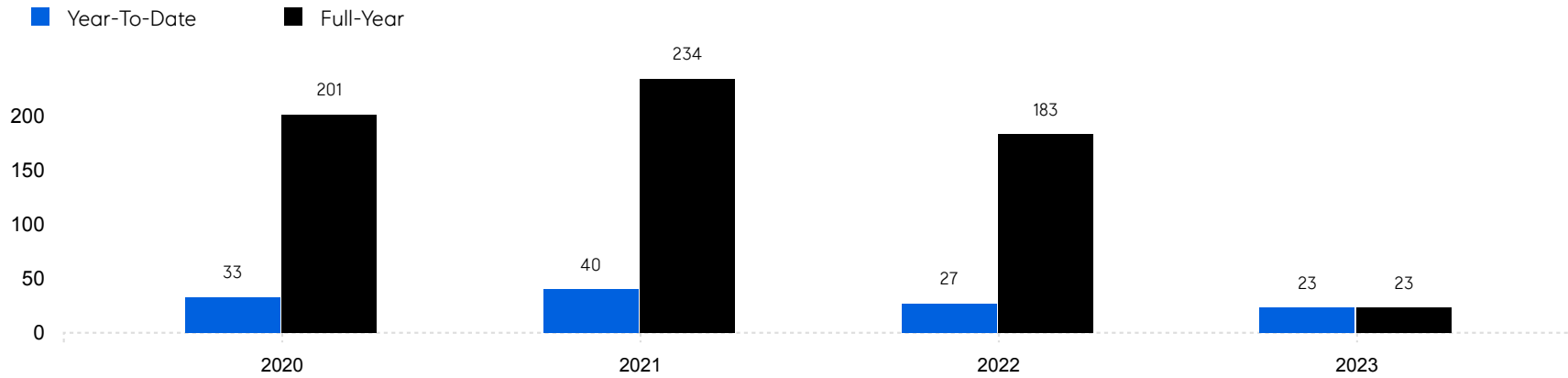


Berkeley Heights

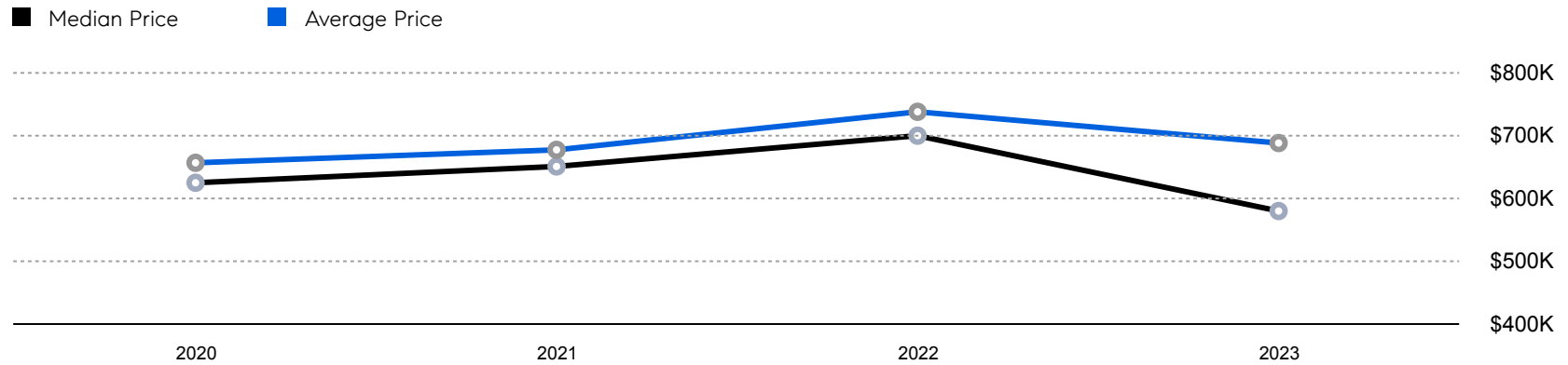
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	22	17	-22.7%
	SALES VOLUME	\$16,180,900	\$11,836,000	-26.9%
	MEDIAN PRICE	\$732,000	\$593,000	-19.0%
	AVERAGE PRICE	\$735,495	\$696,235	-5.3%
	AVERAGE DOM	29	37	27.6%
	# OF CONTRACTS	33	21	-36.4%
	# NEW LISTINGS	38	25	-34.2%
Condo/Co-op/Townhouse	# OF SALES	5	6	20.0%
	SALES VOLUME	\$2,335,000	\$3,994,757	71.1%
	MEDIAN PRICE	\$469,000	\$505,000	7.7%
	AVERAGE PRICE	\$467,000	\$665,793	42.6%
	AVERAGE DOM	68	61	-10.3%
	# OF CONTRACTS	4	8	100.0%
	# NEW LISTINGS	5	7	40.0%

Berkeley Heights

Historic Sales



Historic Sales Prices

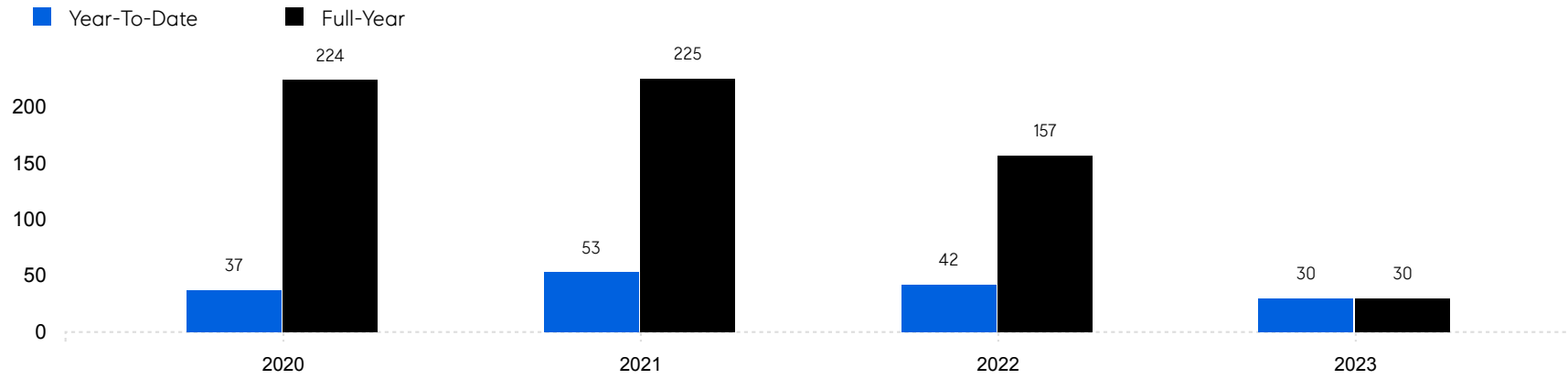


Clark

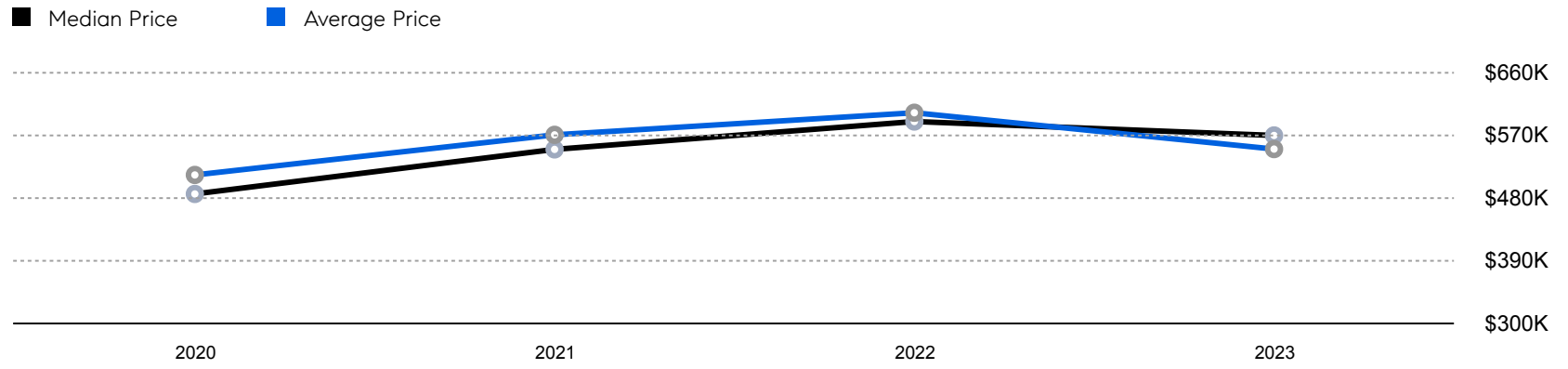
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	35	24	-31.4%
	SALES VOLUME	\$22,596,075	\$14,074,611	-37.7%
	MEDIAN PRICE	\$605,000	\$577,500	-4.5%
	AVERAGE PRICE	\$645,602	\$586,442	-9.2%
	AVERAGE DOM	41	48	17.1%
	# OF CONTRACTS	27	22	-18.5%
	# NEW LISTINGS	37	25	-32.4%
Condo/Co-op/Townhouse	# OF SALES	7	6	-14.3%
	SALES VOLUME	\$2,203,000	\$2,438,500	10.7%
	MEDIAN PRICE	\$250,000	\$342,500	37.0%
	AVERAGE PRICE	\$314,714	\$406,417	29.1%
	AVERAGE DOM	26	39	50.0%
	# OF CONTRACTS	3	5	66.7%
	# NEW LISTINGS	5	6	20.0%

Clark

Historic Sales



Historic Sales Prices

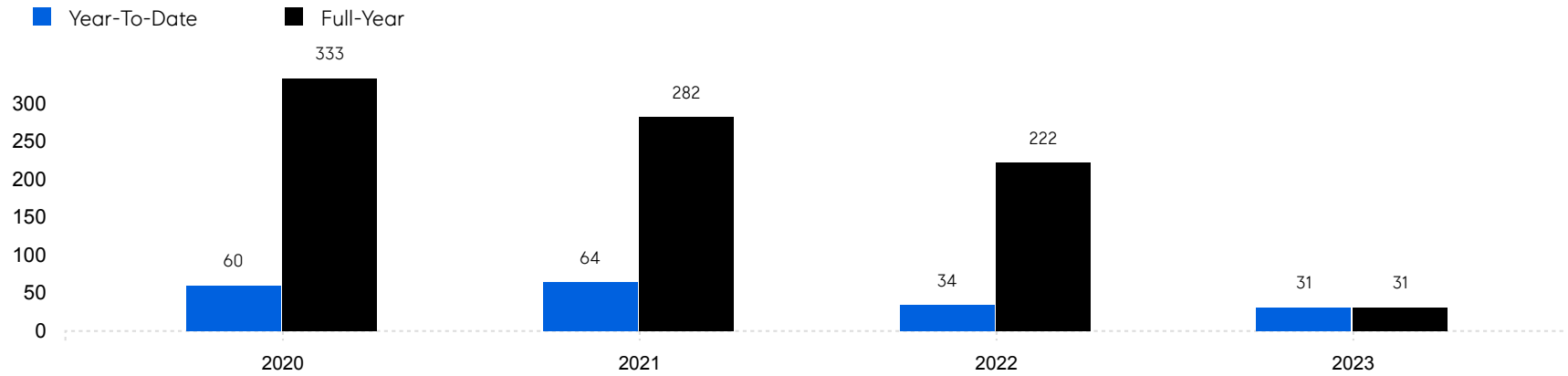


Cranford

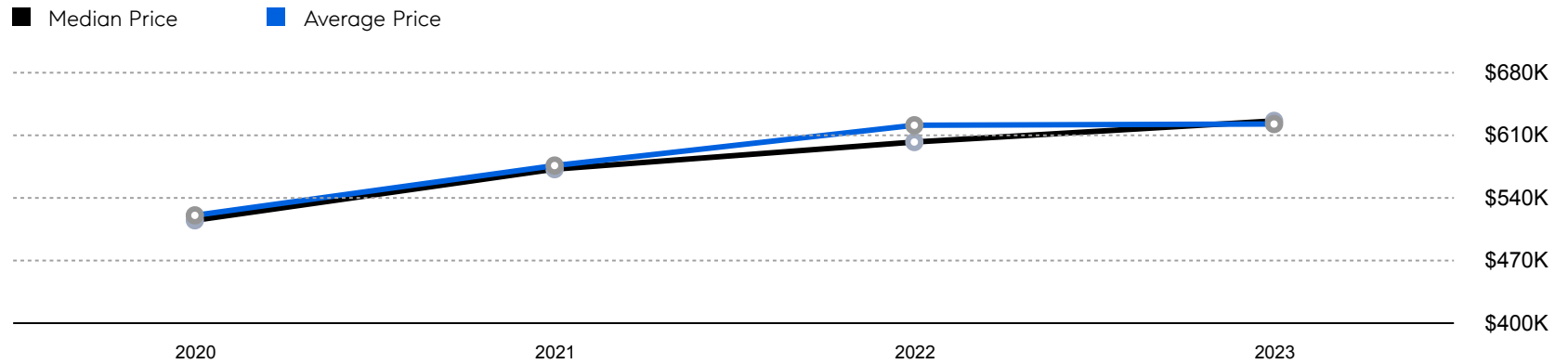
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	28	25	-10.7%
	SALES VOLUME	\$16,826,150	\$17,172,070	2.1%
	MEDIAN PRICE	\$545,000	\$660,000	21.1%
	AVERAGE PRICE	\$600,934	\$686,883	14.3%
	AVERAGE DOM	33	26	-21.2%
	# OF CONTRACTS	47	36	-23.4%
	# NEW LISTINGS	60	50	-16.7%
Condo/Co-op/Townhouse	# OF SALES	6	6	0.0%
	SALES VOLUME	\$1,504,900	\$2,130,250	41.6%
	MEDIAN PRICE	\$246,450	\$298,000	20.9%
	AVERAGE PRICE	\$250,817	\$355,042	41.6%
	AVERAGE DOM	26	35	34.6%
	# OF CONTRACTS	7	3	-57.1%
	# NEW LISTINGS	7	6	-14.3%

Cranford

Historic Sales



Historic Sales Prices

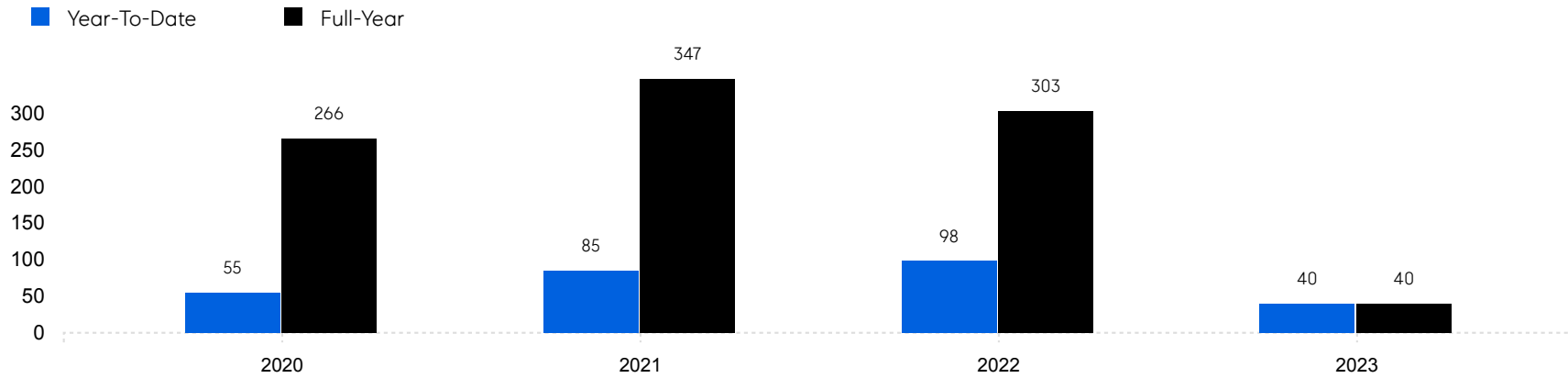


Elizabeth

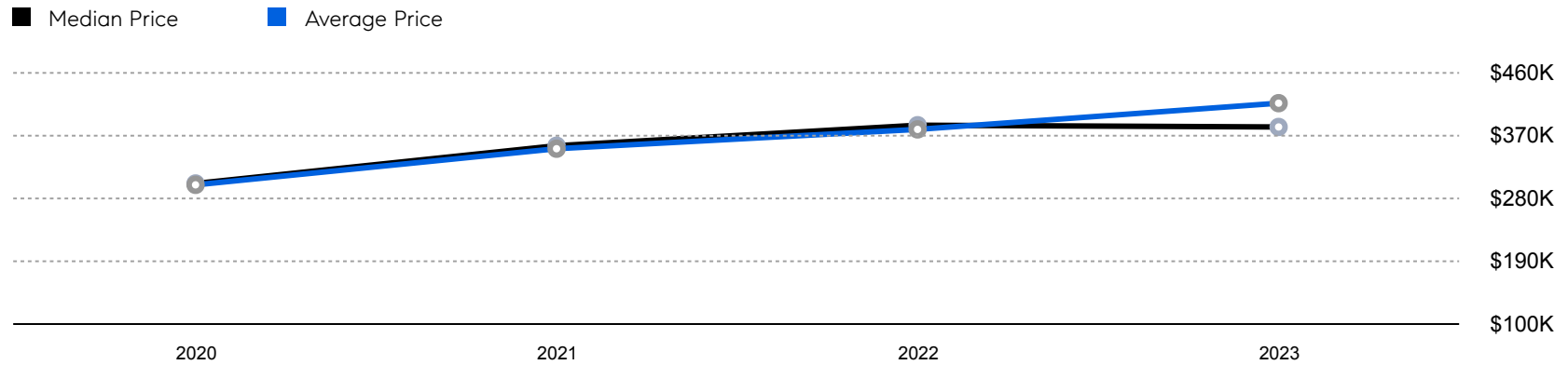
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	78	35	-55.1%
	SALES VOLUME	\$31,730,400	\$15,230,000	-52.0%
	MEDIAN PRICE	\$399,500	\$415,000	3.9%
	AVERAGE PRICE	\$406,800	\$435,143	7.0%
	AVERAGE DOM	48	53	10.4%
	# OF CONTRACTS	62	51	-17.7%
	# NEW LISTINGS	87	56	-35.6%
Condo/Co-op/Townhouse	# OF SALES	20	5	-75.0%
	SALES VOLUME	\$4,140,833	\$1,434,000	-65.4%
	MEDIAN PRICE	\$212,500	\$280,000	31.8%
	AVERAGE PRICE	\$207,042	\$286,800	38.5%
	AVERAGE DOM	56	61	8.9%
	# OF CONTRACTS	16	11	-31.2%
	# NEW LISTINGS	27	23	-14.8%

Elizabeth

Historic Sales



Historic Sales Prices

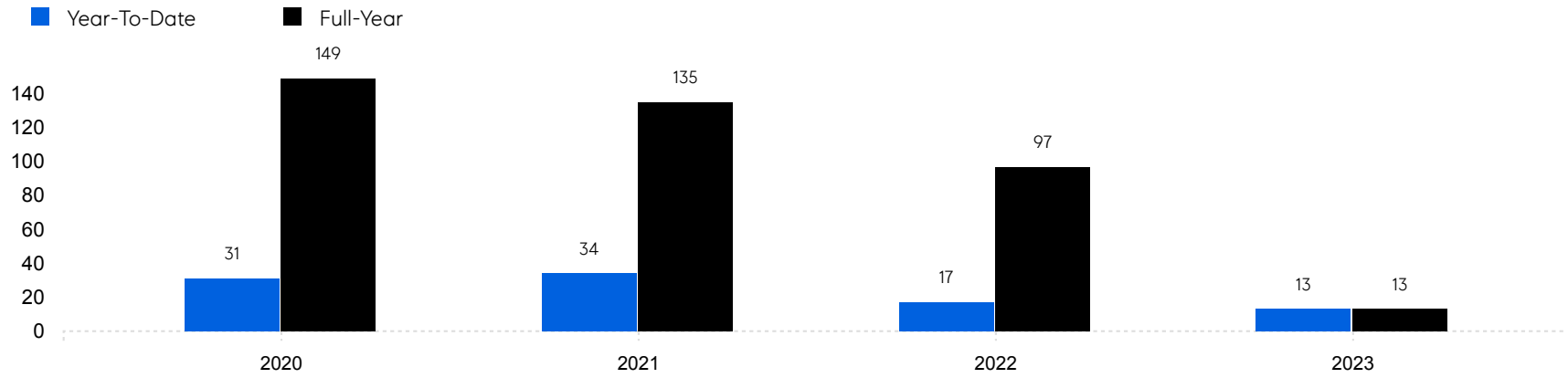


Fanwood

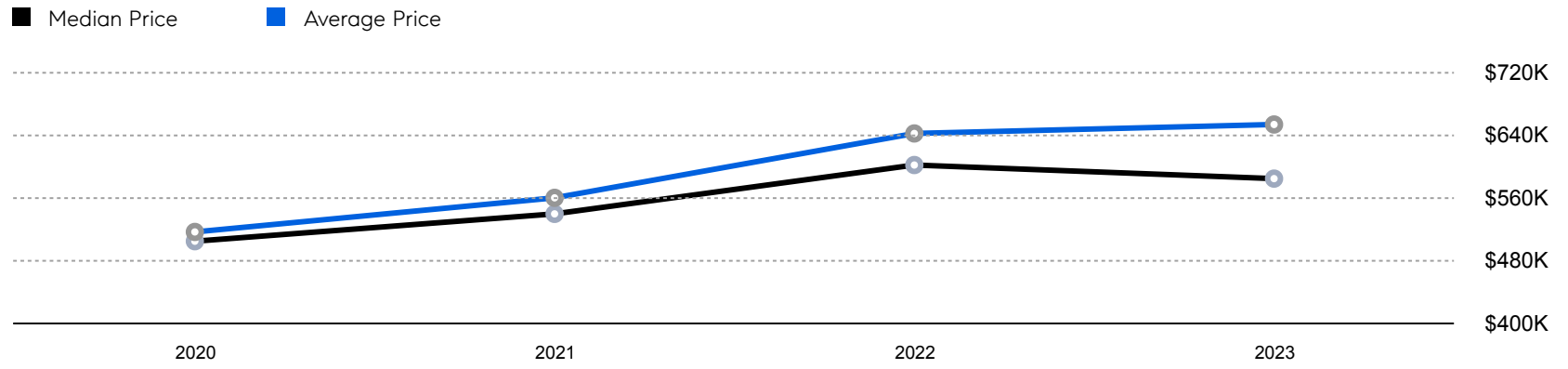
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	17	13	-23.5%
	SALES VOLUME	\$10,566,751	\$8,501,800	-19.5%
	MEDIAN PRICE	\$590,000	\$584,900	-0.9%
	AVERAGE PRICE	\$621,574	\$653,985	5.2%
	AVERAGE DOM	17	29	70.6%
	# OF CONTRACTS	18	18	0.0%
	# NEW LISTINGS	23	17	-26.1%
Condo/Co-op/Townhouse	# OF SALES	0	0	0.0%
	SALES VOLUME	-	-	-
	MEDIAN PRICE	-	-	-
	AVERAGE PRICE	-	-	-
	AVERAGE DOM	-	-	-
	# OF CONTRACTS	0	1	0.0%
	# NEW LISTINGS	0	1	0.0%

Fanwood

Historic Sales



Historic Sales Prices

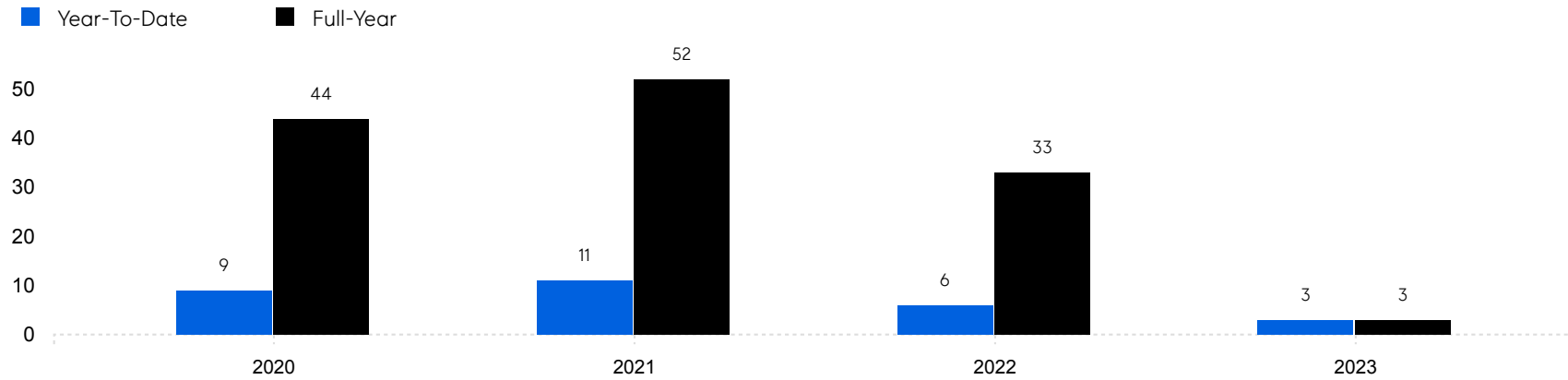


Garwood

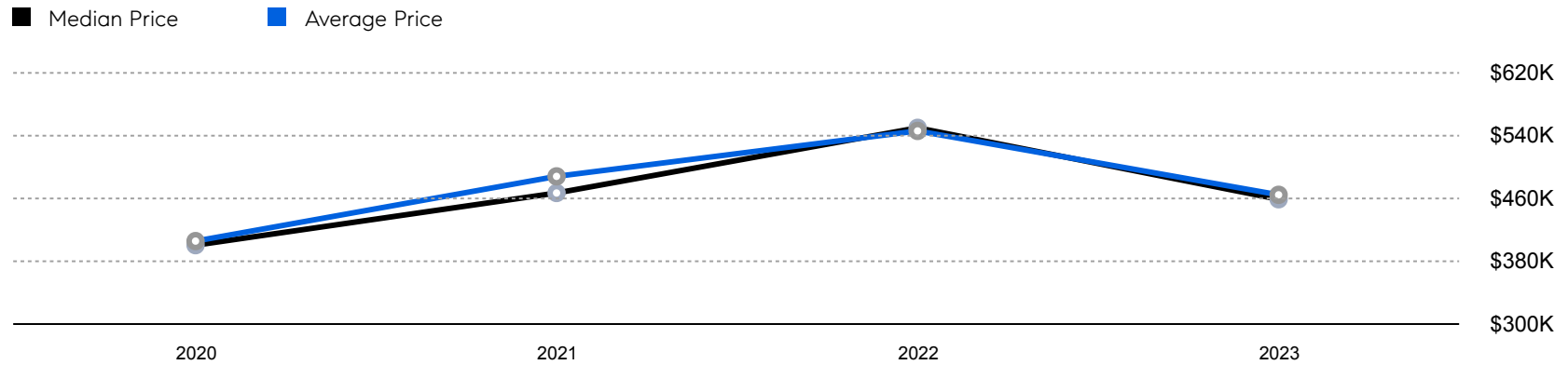
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	5	3	-40.0%
	SALES VOLUME	\$3,086,000	\$1,394,000	-54.8%
	MEDIAN PRICE	\$649,000	\$459,000	-29.3%
	AVERAGE PRICE	\$617,200	\$464,667	-24.7%
	AVERAGE DOM	13	57	338.5%
	# OF CONTRACTS	5	6	20.0%
	# NEW LISTINGS	9	9	0.0%
Condo/Co-op/Townhouse	# OF SALES	1	0	0.0%
	SALES VOLUME	\$585,000	-	-
	MEDIAN PRICE	\$585,000	-	-
	AVERAGE PRICE	\$585,000	-	-
	AVERAGE DOM	92	-	-
	# OF CONTRACTS	2	0	0.0%
	# NEW LISTINGS	0	0	0.0%

Garwood

Historic Sales



Historic Sales Prices

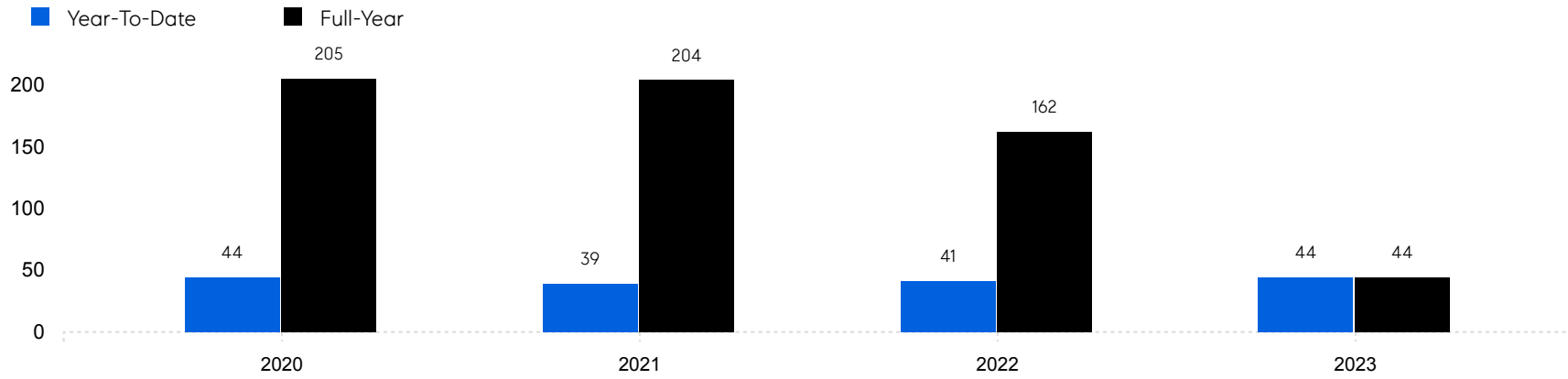


Hillside

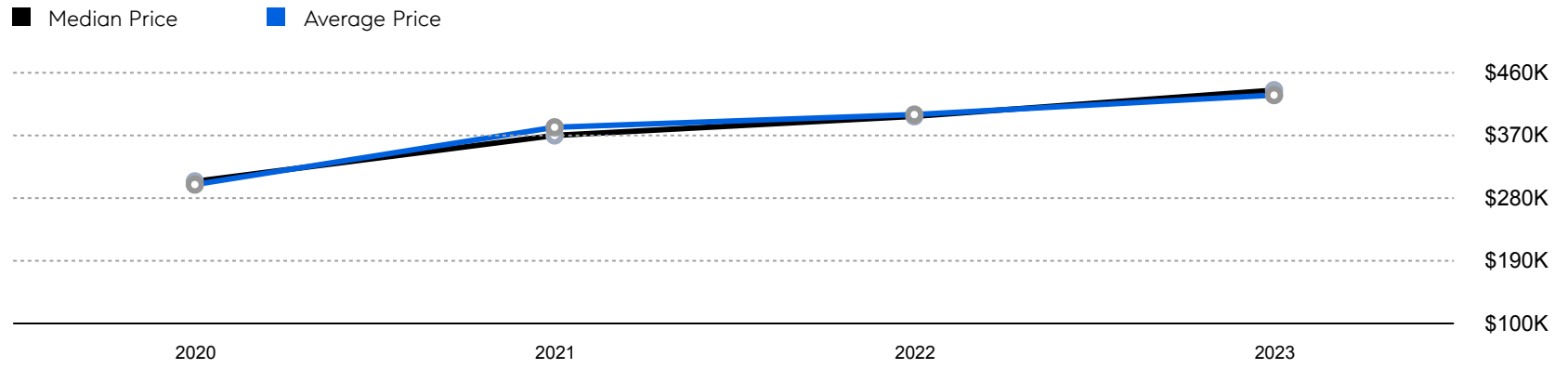
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	40	42	5.0%
	SALES VOLUME	\$15,526,500	\$18,410,200	18.6%
	MEDIAN PRICE	\$380,250	\$437,000	14.9%
	AVERAGE PRICE	\$388,163	\$438,338	12.9%
	AVERAGE DOM	55	39	-29.1%
	# OF CONTRACTS	35	51	45.7%
	# NEW LISTINGS	55	48	-12.7%
Condo/Co-op/Townhouse	# OF SALES	1	2	100.0%
	SALES VOLUME	\$299,900	\$419,000	39.7%
	MEDIAN PRICE	\$299,900	\$209,500	-30.1%
	AVERAGE PRICE	\$299,900	\$209,500	-30.1%
	AVERAGE DOM	102	53	-48.0%
	# OF CONTRACTS	1	0	0.0%
	# NEW LISTINGS	2	0	0.0%

Hillside

Historic Sales



Historic Sales Prices

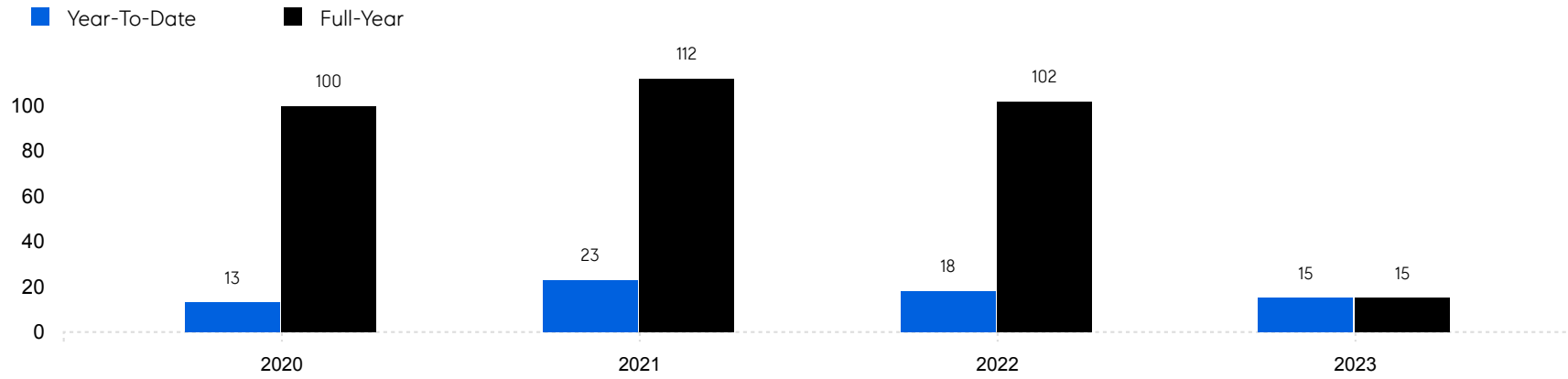


Kenilworth

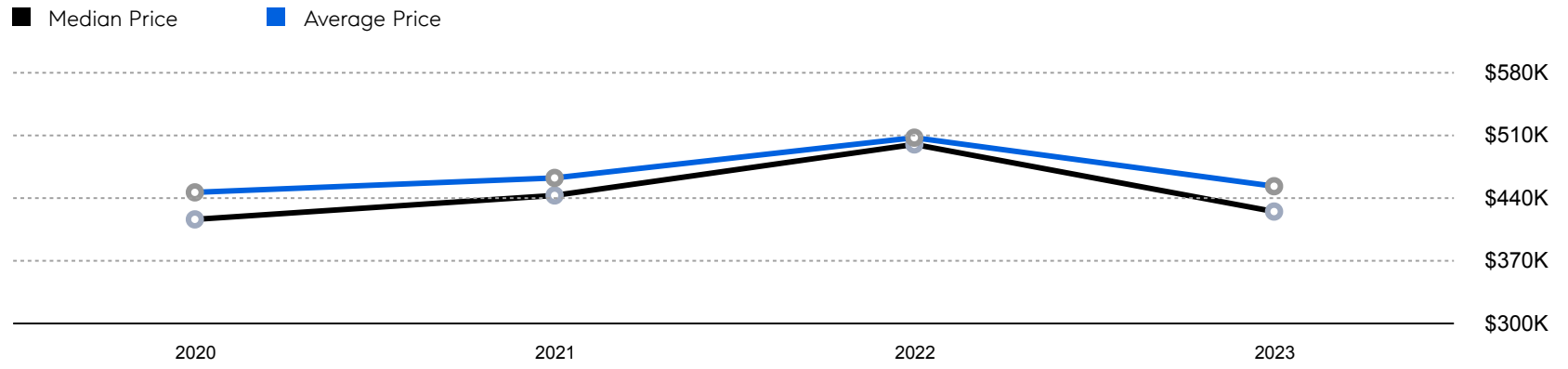
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	18	15	-16.7%
	SALES VOLUME	\$9,452,400	\$6,799,375	-28.1%
	MEDIAN PRICE	\$492,500	\$425,000	-13.7%
	AVERAGE PRICE	\$525,133	\$453,292	-13.7%
	AVERAGE DOM	38	55	44.7%
	# OF CONTRACTS	25	14	-44.0%
	# NEW LISTINGS	22	14	-36.4%
Condo/Co-op/Townhouse	# OF SALES	0	0	0.0%
	SALES VOLUME	-	-	-
	MEDIAN PRICE	-	-	-
	AVERAGE PRICE	-	-	-
	AVERAGE DOM	-	-	-
	# OF CONTRACTS	0	0	0.0%
	# NEW LISTINGS	0	0	0.0%

Kenilworth

Historic Sales



Historic Sales Prices

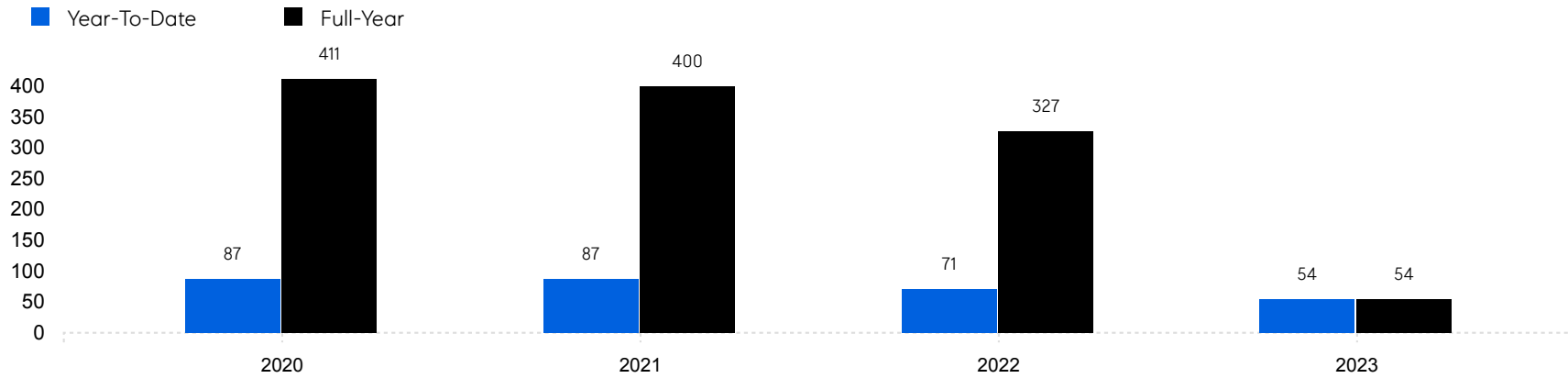


Linden

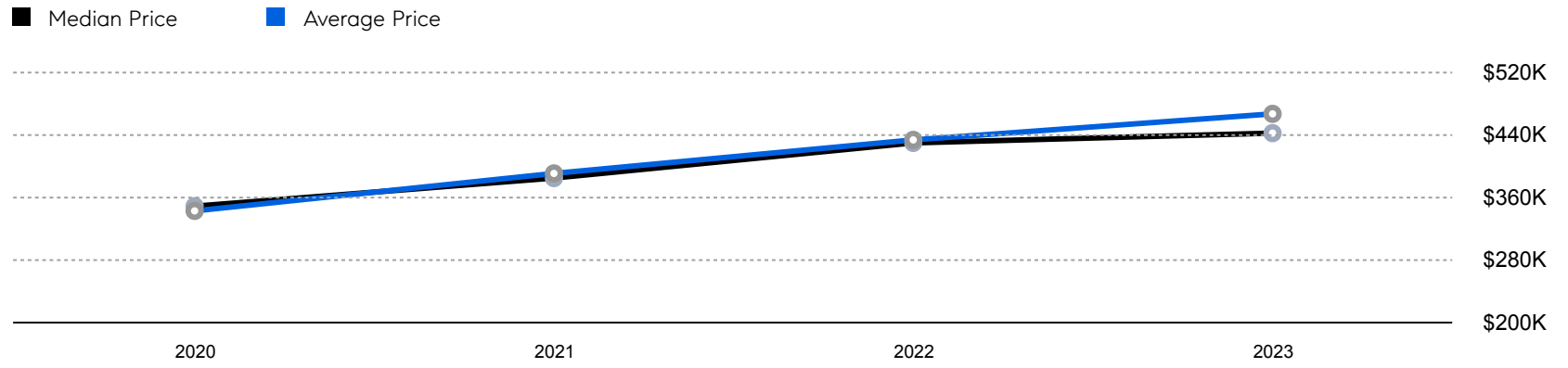
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	61	51	-16.4%
	SALES VOLUME	\$25,968,700	\$24,431,500	-5.9%
	MEDIAN PRICE	\$415,000	\$465,000	12.0%
	AVERAGE PRICE	\$425,716	\$479,049	12.5%
	AVERAGE DOM	38	50	31.6%
	# OF CONTRACTS	67	57	-14.9%
	# NEW LISTINGS	80	73	-8.7%
Condo/Co-op/Townhouse	# OF SALES	10	3	-70.0%
	SALES VOLUME	\$1,959,000	\$795,000	-59.4%
	MEDIAN PRICE	\$181,500	\$286,000	57.6%
	AVERAGE PRICE	\$195,900	\$265,000	35.3%
	AVERAGE DOM	71	60	-15.5%
	# OF CONTRACTS	9	3	-66.7%
	# NEW LISTINGS	8	5	-37.5%

Linden

Historic Sales



Historic Sales Prices

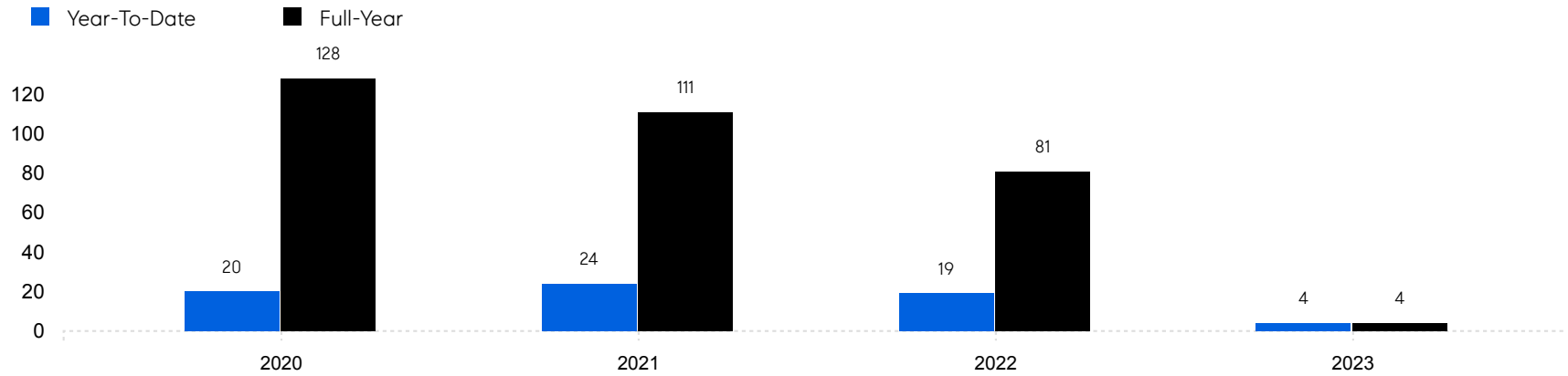


Mountainside

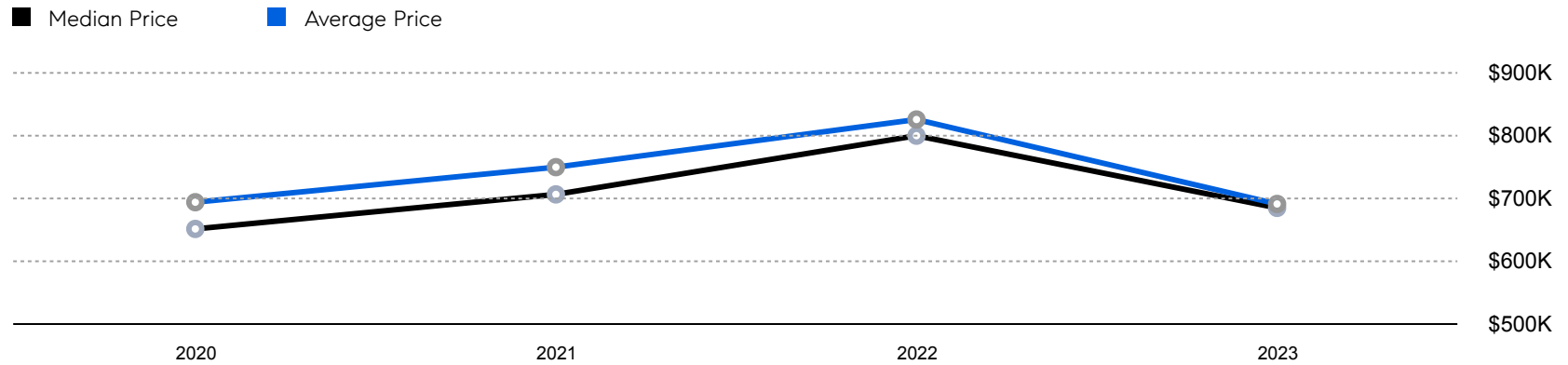
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	19	4	-78.9%
	SALES VOLUME	\$15,429,999	\$2,765,000	-82.1%
	MEDIAN PRICE	\$800,000	\$685,000	-14.4%
	AVERAGE PRICE	\$812,105	\$691,250	-14.9%
	AVERAGE DOM	96	31	-67.7%
	# OF CONTRACTS	23	12	-47.8%
	# NEW LISTINGS	25	17	-32.0%
Condo/Co-op/Townhouse	# OF SALES	0	0	0.0%
	SALES VOLUME	-	-	-
	MEDIAN PRICE	-	-	-
	AVERAGE PRICE	-	-	-
	AVERAGE DOM	-	-	-
	# OF CONTRACTS	0	2	0.0%
	# NEW LISTINGS	0	4	0.0%

Mountainside

Historic Sales



Historic Sales Prices

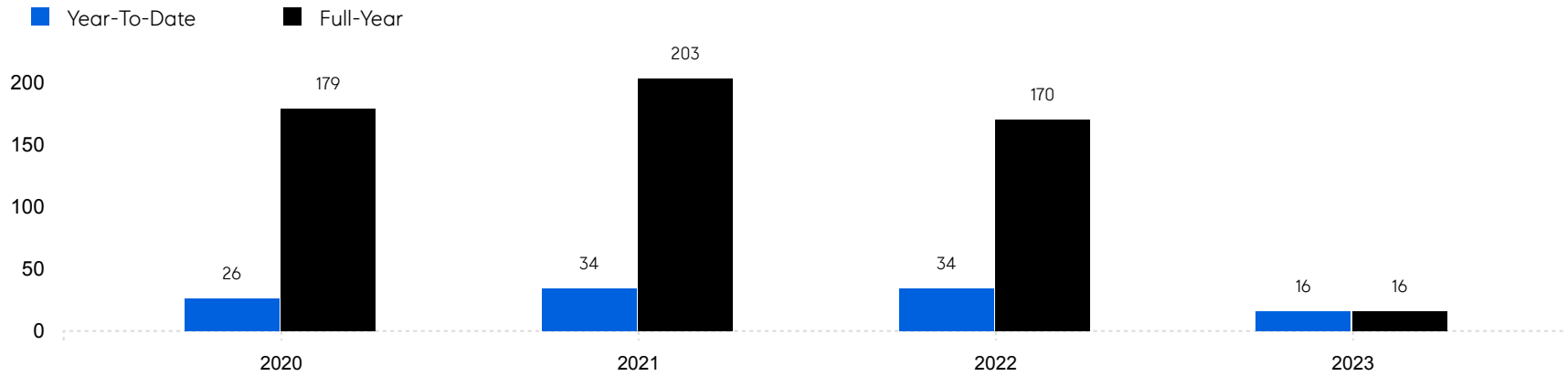


New Providence

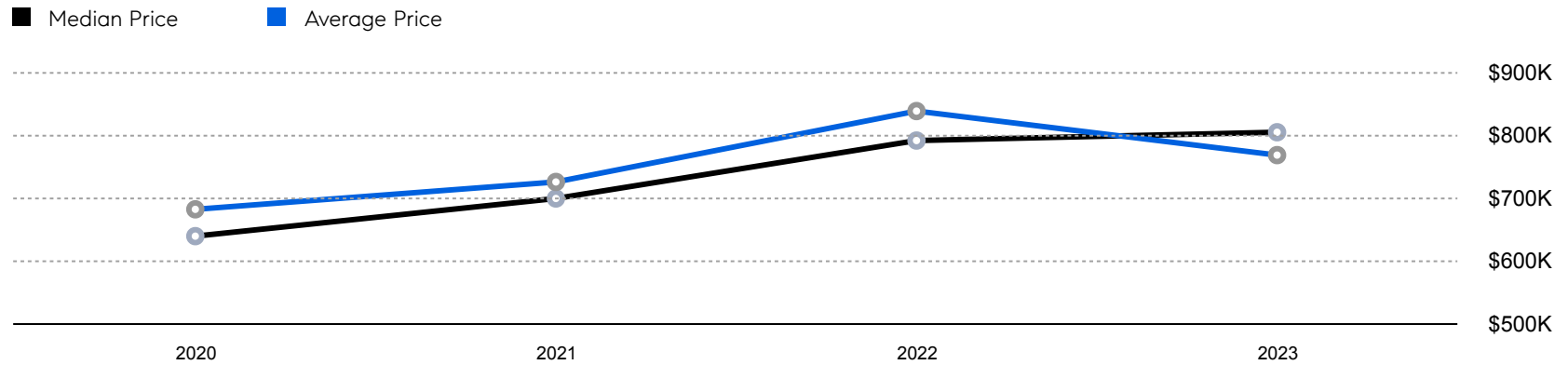
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	32	11	-65.6%
	SALES VOLUME	\$23,807,558	\$8,191,000	-65.6%
	MEDIAN PRICE	\$701,000	\$775,000	10.6%
	AVERAGE PRICE	\$743,986	\$744,636	0.1%
	AVERAGE DOM	21	43	104.8%
	# OF CONTRACTS	45	15	-66.7%
	# NEW LISTINGS	47	22	-53.2%
Condo/Co-op/Townhouse	# OF SALES	2	5	150.0%
	SALES VOLUME	\$1,100,000	\$4,114,000	274.0%
	MEDIAN PRICE	\$550,000	\$940,000	70.9%
	AVERAGE PRICE	\$550,000	\$822,800	49.6%
	AVERAGE DOM	164	158	-3.7%
	# OF CONTRACTS	3	9	200.0%
	# NEW LISTINGS	4	8	100.0%

New Providence

Historic Sales



Historic Sales Prices

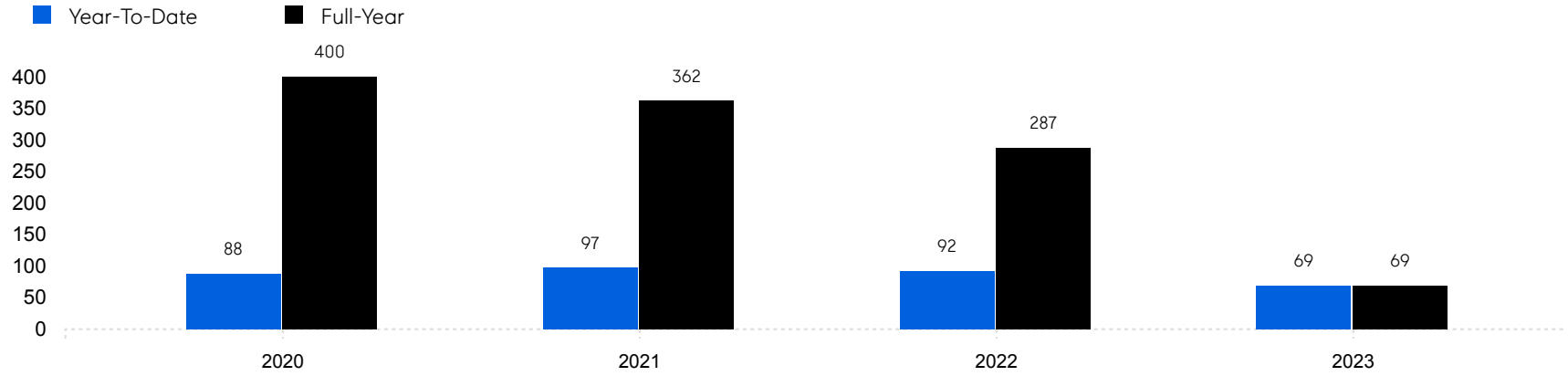


Plainfield

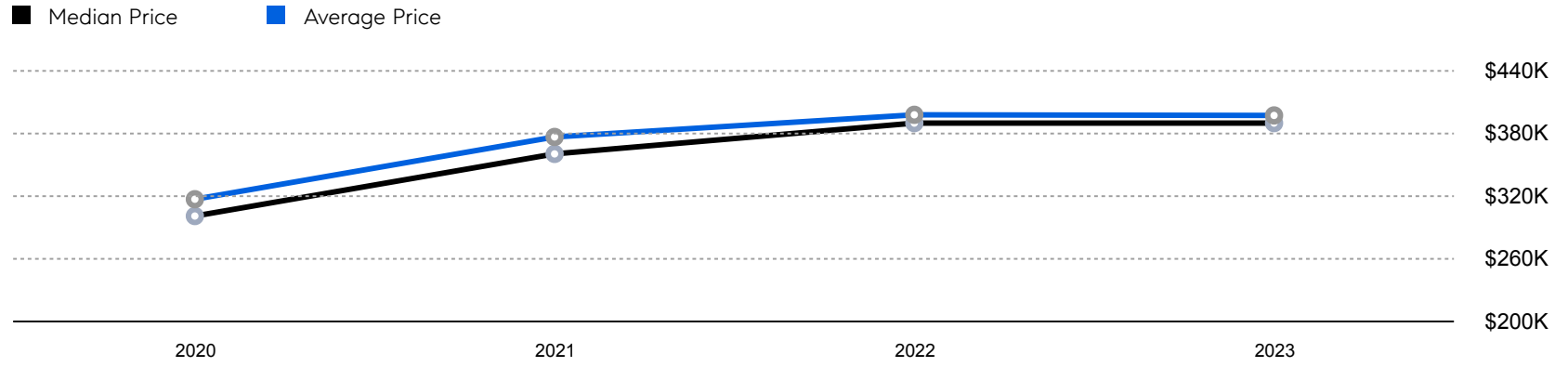
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	87	69	-20.7%
	SALES VOLUME	\$34,251,020	\$27,416,250	-20.0%
	MEDIAN PRICE	\$388,730	\$390,000	0.3%
	AVERAGE PRICE	\$393,690	\$397,337	0.9%
	AVERAGE DOM	39	53	35.9%
	# OF CONTRACTS	88	86	-2.3%
	# NEW LISTINGS	105	83	-21.0%
Condo/Co-op/Townhouse	# OF SALES	5	0	0.0%
	SALES VOLUME	\$1,151,000	-	-
	MEDIAN PRICE	\$205,000	-	-
	AVERAGE PRICE	\$230,200	-	-
	AVERAGE DOM	27	-	-
	# OF CONTRACTS	3	1	-66.7%
	# NEW LISTINGS	4	5	25.0%

Plainfield

Historic Sales



Historic Sales Prices

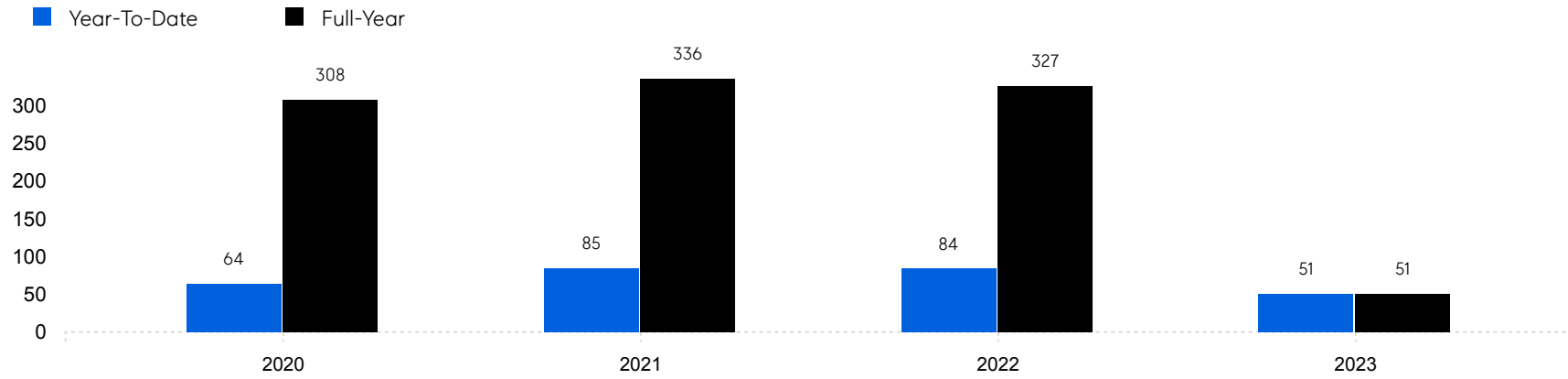


Rahway

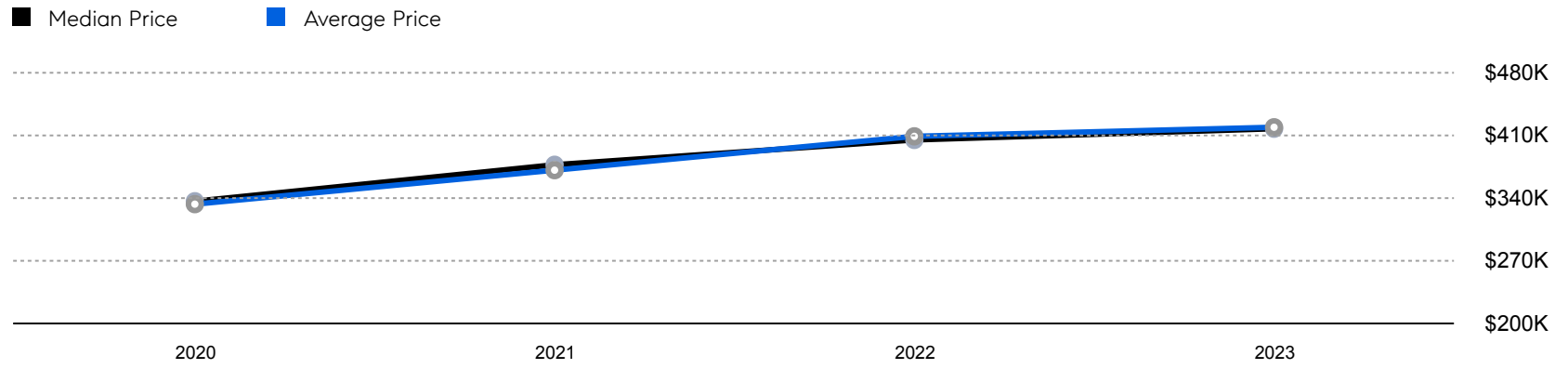
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	74	50	-32.4%
	SALES VOLUME	\$29,406,800	\$20,994,400	-28.6%
	MEDIAN PRICE	\$395,000	\$421,200	6.6%
	AVERAGE PRICE	\$397,389	\$419,888	5.7%
	AVERAGE DOM	45	37	-17.8%
	# OF CONTRACTS	78	42	-46.2%
	# NEW LISTINGS	101	59	-41.6%
Condo/Co-op/Townhouse	# OF SALES	10	1	-90.0%
	SALES VOLUME	\$3,200,000	\$382,000	-88.1%
	MEDIAN PRICE	\$307,000	\$382,000	24.4%
	AVERAGE PRICE	\$320,000	\$382,000	19.4%
	AVERAGE DOM	32	37	15.6%
	# OF CONTRACTS	17	6	-64.7%
	# NEW LISTINGS	26	10	-61.5%

Rahway

Historic Sales



Historic Sales Prices

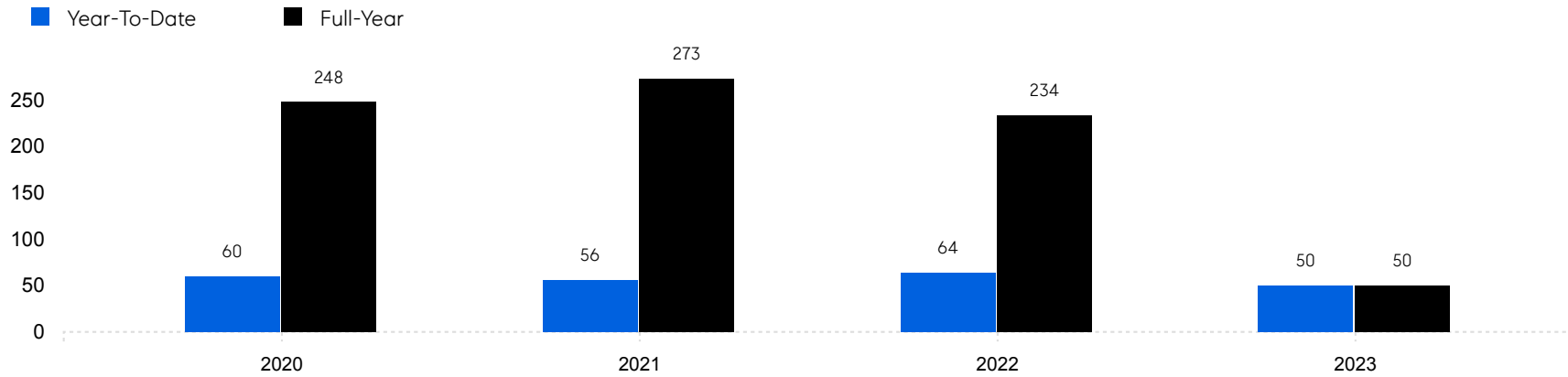


Roselle

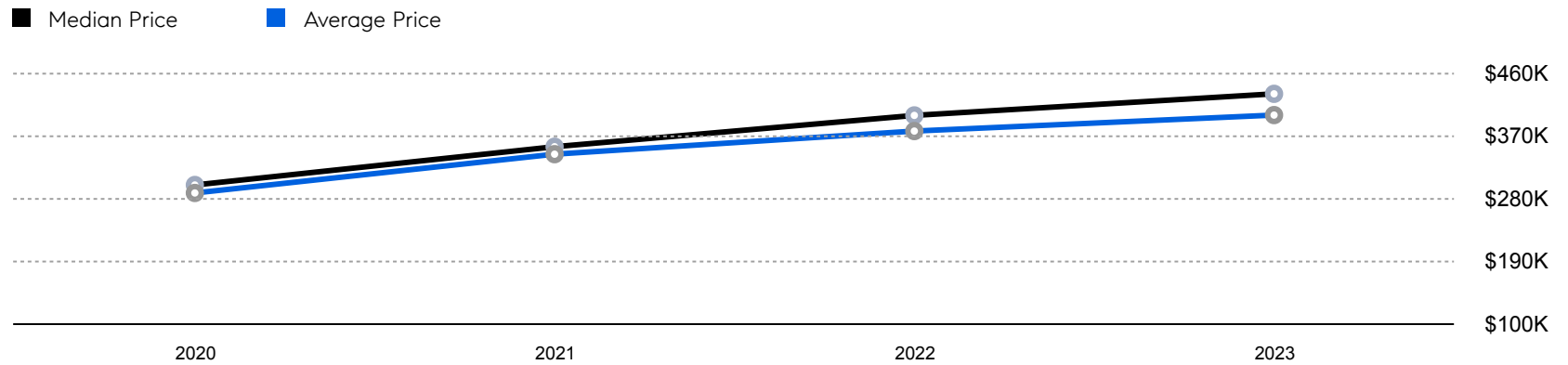
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	53	43	-18.9%
	SALES VOLUME	\$20,494,911	\$18,714,500	-8.7%
	MEDIAN PRICE	\$396,911	\$450,000	13.4%
	AVERAGE PRICE	\$386,696	\$435,221	12.5%
	AVERAGE DOM	42	37	-11.9%
	# OF CONTRACTS	42	47	11.9%
	# NEW LISTINGS	59	58	-1.7%
Condo/Co-op/Townhouse	# OF SALES	11	7	-36.4%
	SALES VOLUME	\$1,923,400	\$1,307,900	-32.0%
	MEDIAN PRICE	\$155,000	\$160,000	3.2%
	AVERAGE PRICE	\$174,855	\$186,843	6.9%
	AVERAGE DOM	41	20	-51.2%
	# OF CONTRACTS	9	9	0.0%
	# NEW LISTINGS	11	10	-9.1%

Roselle

Historic Sales



Historic Sales Prices

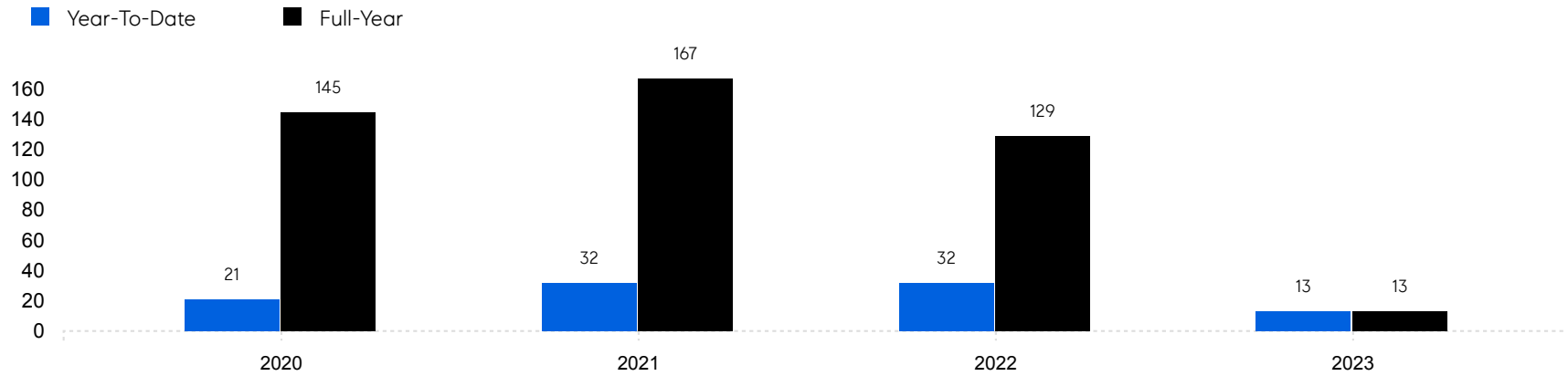


Roselle Park

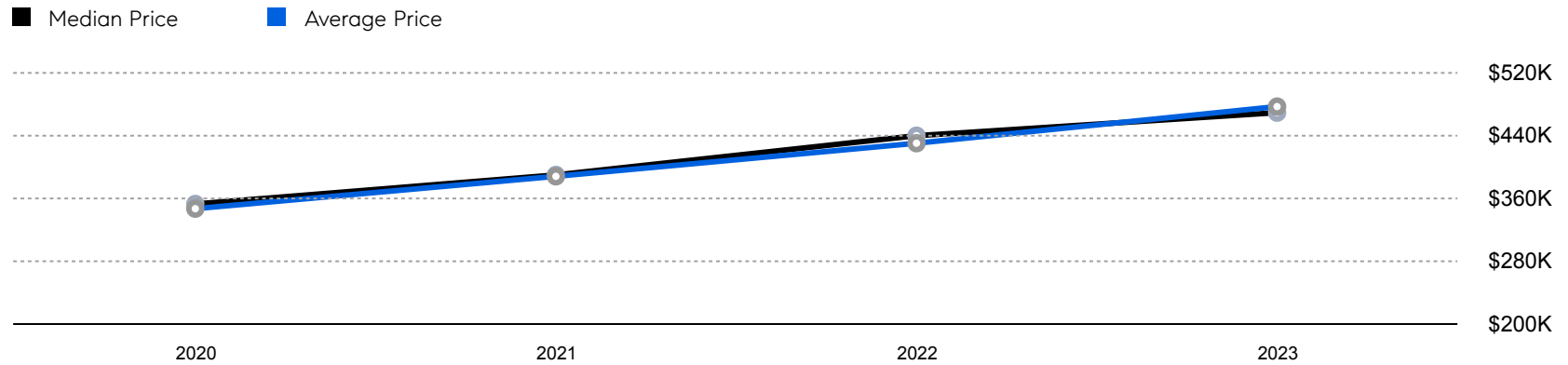
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	29	13	-55.2%
	SALES VOLUME	\$13,015,900	\$6,202,356	-52.3%
	MEDIAN PRICE	\$440,000	\$469,356	6.7%
	AVERAGE PRICE	\$448,824	\$477,104	6.3%
	AVERAGE DOM	24	55	129.2%
	# OF CONTRACTS	20	21	5.0%
	# NEW LISTINGS	30	25	-16.7%
Condo/Co-op/Townhouse	# OF SALES	3	0	0.0%
	SALES VOLUME	\$675,000	-	-
	MEDIAN PRICE	\$230,000	-	-
	AVERAGE PRICE	\$225,000	-	-
	AVERAGE DOM	15	-	-
	# OF CONTRACTS	4	1	-75.0%
	# NEW LISTINGS	3	1	-66.7%

Roselle Park

Historic Sales



Historic Sales Prices

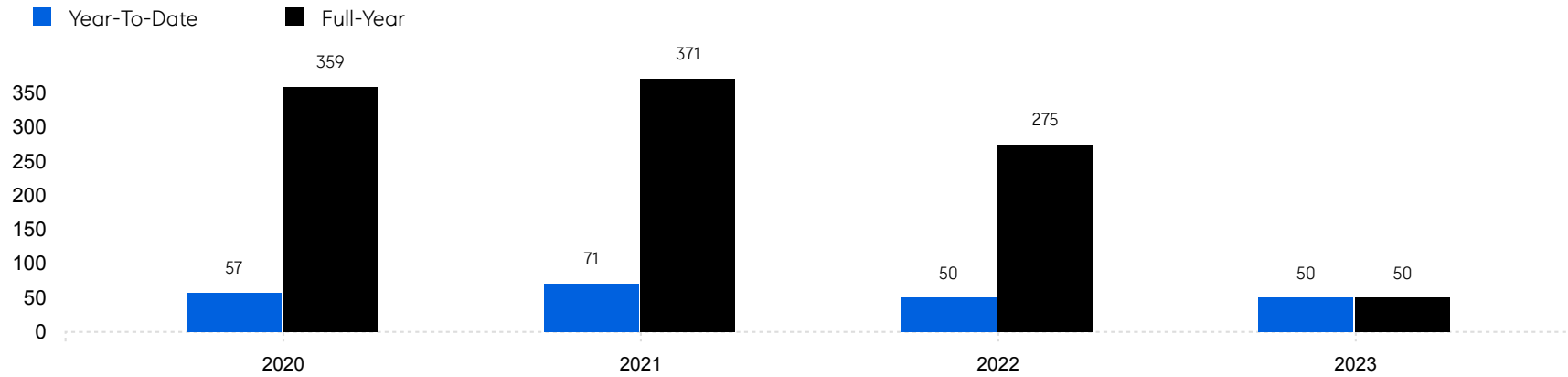


Scotch Plains

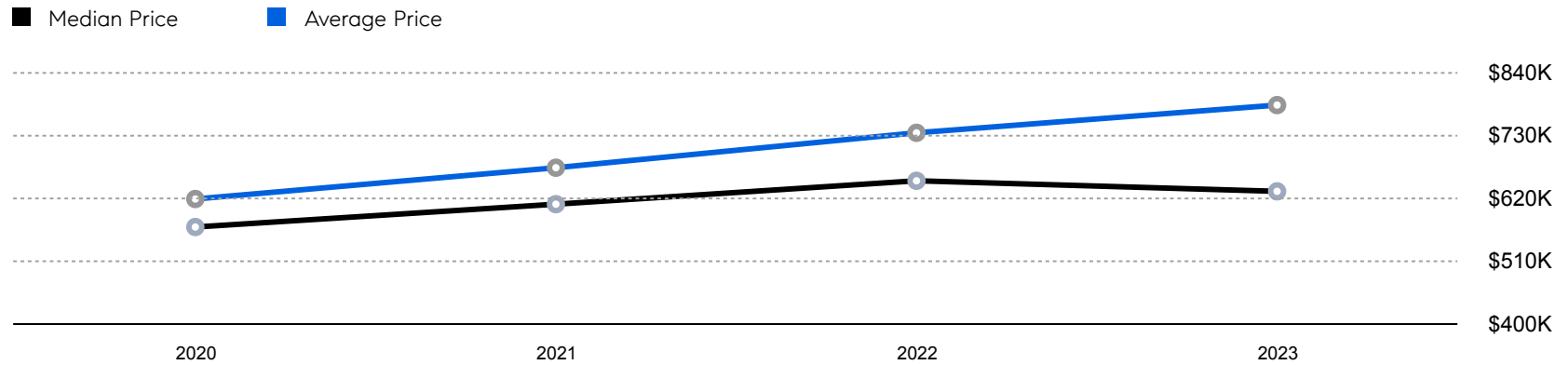
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	45	42	-6.7%
	SALES VOLUME	\$31,893,899	\$35,881,499	12.5%
	MEDIAN PRICE	\$620,000	\$705,000	13.7%
	AVERAGE PRICE	\$708,753	\$854,321	20.5%
	AVERAGE DOM	31	53	71.0%
	# OF CONTRACTS	54	56	3.7%
	# NEW LISTINGS	81	67	-17.3%
Condo/Co-op/Townhouse	# OF SALES	5	8	60.0%
	SALES VOLUME	\$2,008,750	\$3,301,000	64.3%
	MEDIAN PRICE	\$425,000	\$408,000	-4.0%
	AVERAGE PRICE	\$401,750	\$412,625	2.7%
	AVERAGE DOM	28	21	-25.0%
	# OF CONTRACTS	5	8	60.0%
	# NEW LISTINGS	10	9	-10.0%

Scotch Plains

Historic Sales



Historic Sales Prices

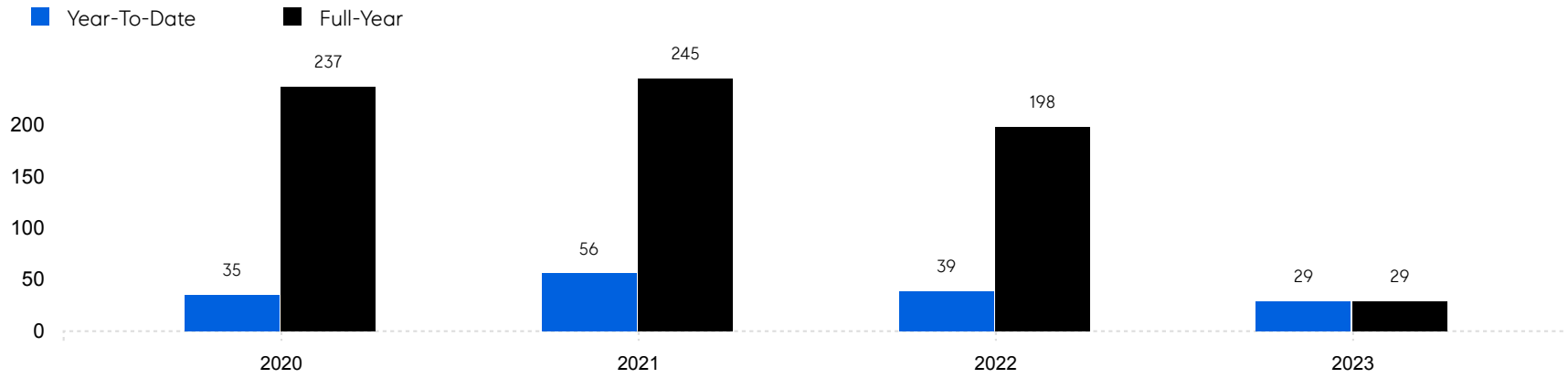


Springfield

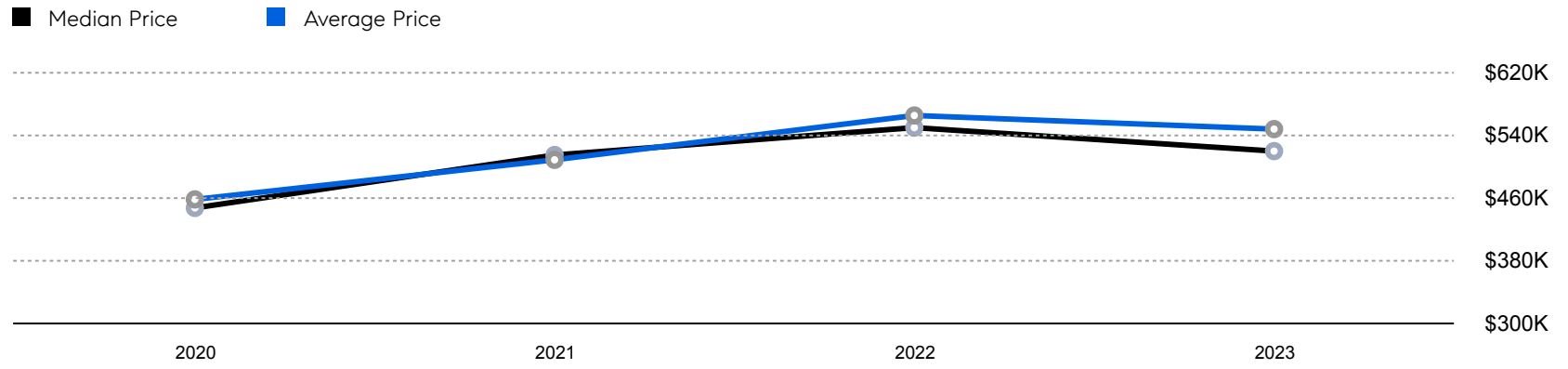
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	29	26	-10.3%
	SALES VOLUME	\$17,671,586	\$14,632,858	-17.2%
	MEDIAN PRICE	\$570,000	\$525,000	-7.9%
	AVERAGE PRICE	\$609,365	\$562,802	-7.6%
	AVERAGE DOM	21	35	66.7%
	# OF CONTRACTS	35	27	-22.9%
	# NEW LISTINGS	46	34	-26.1%
Condo/Co-op/Townhouse	# OF SALES	10	3	-70.0%
	SALES VOLUME	\$2,488,500	\$1,262,000	-49.3%
	MEDIAN PRICE	\$230,500	\$467,000	102.6%
	AVERAGE PRICE	\$248,850	\$420,667	69.0%
	AVERAGE DOM	42	9	-78.6%
	# OF CONTRACTS	10	5	-50.0%
	# NEW LISTINGS	10	9	-10.0%

Springfield

Historic Sales



Historic Sales Prices

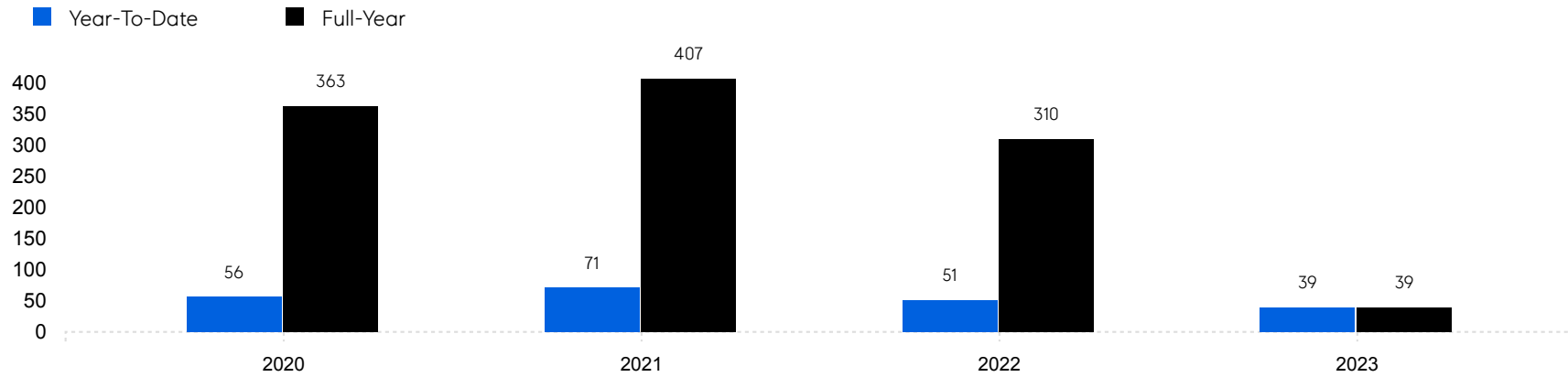


Summit

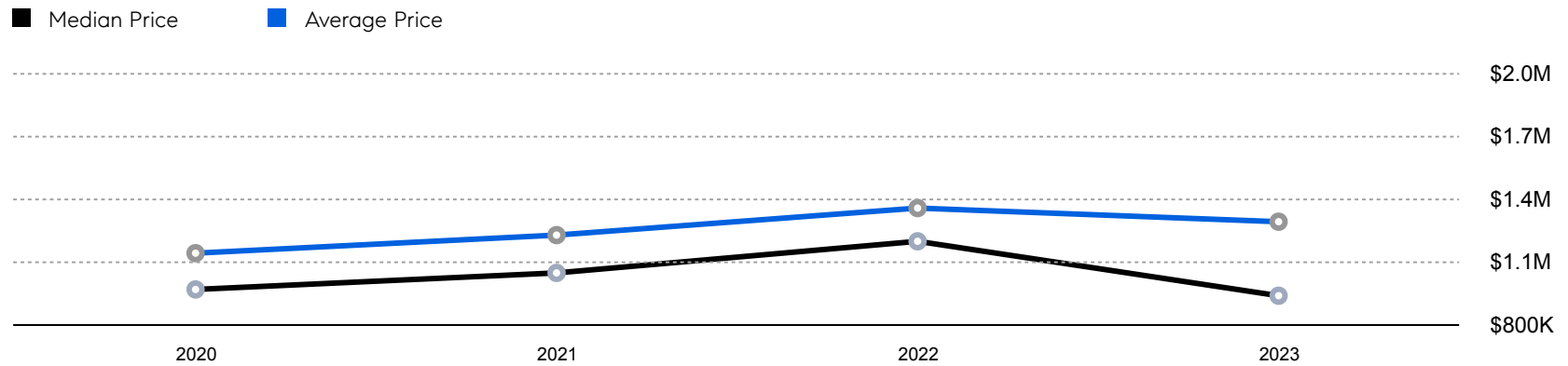
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	38	30	-21.1%
	SALES VOLUME	\$56,180,057	\$42,856,500	-23.7%
	MEDIAN PRICE	\$1,254,000	\$988,500	-21.2%
	AVERAGE PRICE	\$1,478,423	\$1,428,550	-3.4%
	AVERAGE DOM	18	37	105.6%
	# OF CONTRACTS	67	56	-16.4%
	# NEW LISTINGS	92	75	-18.5%
Condo/Co-op/Townhouse	# OF SALES	13	9	-30.8%
	SALES VOLUME	\$6,021,000	\$7,592,675	26.1%
	MEDIAN PRICE	\$450,000	\$751,050	66.9%
	AVERAGE PRICE	\$463,154	\$843,631	82.1%
	AVERAGE DOM	55	47	-14.5%
	# OF CONTRACTS	20	8	-60.0%
	# NEW LISTINGS	24	10	-58.3%

Summit

Historic Sales



Historic Sales Prices

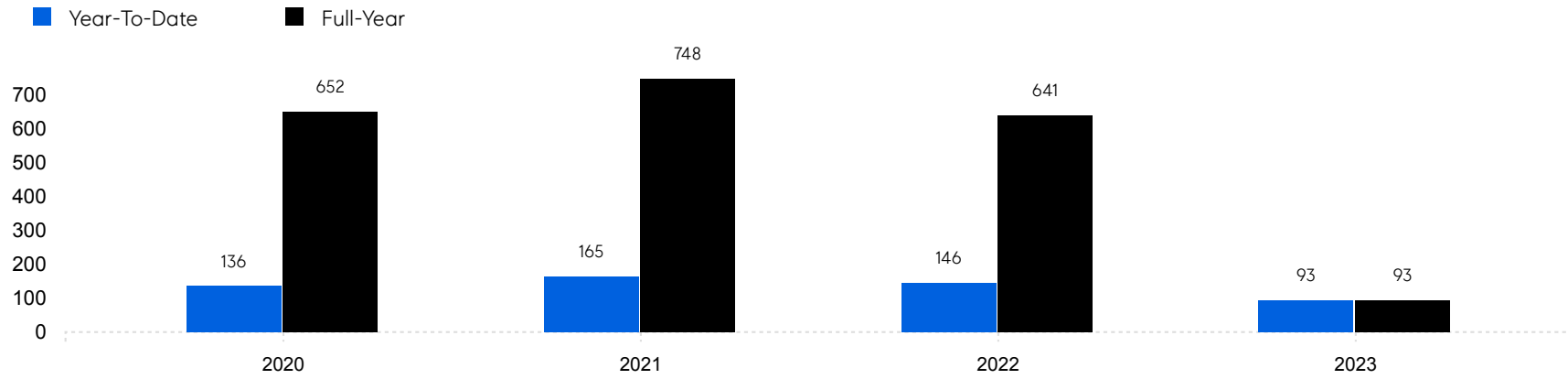


Union

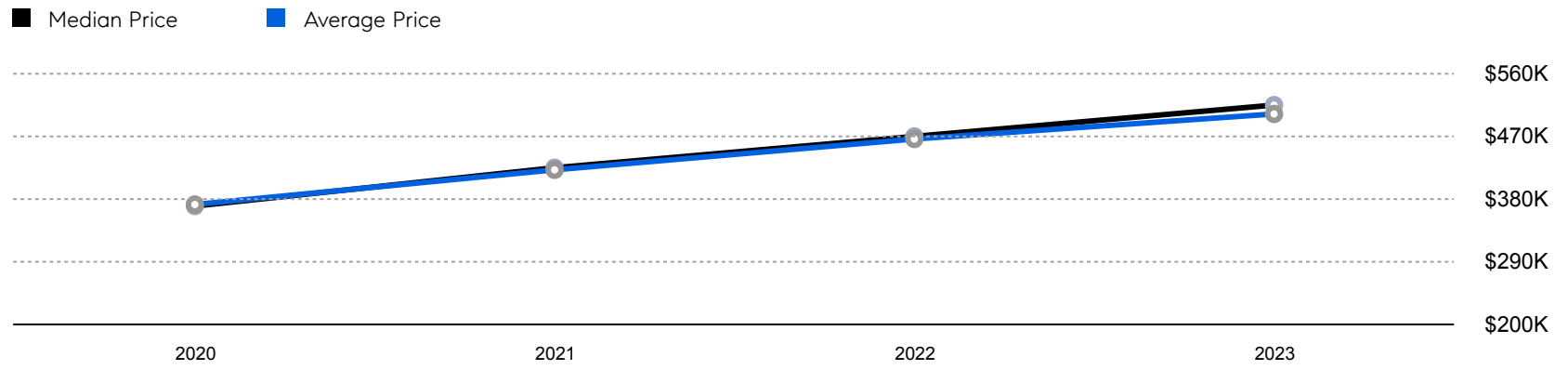
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	128	84	-34.4%
	SALES VOLUME	\$60,677,849	\$42,255,379	-30.4%
	MEDIAN PRICE	\$473,450	\$518,500	9.5%
	AVERAGE PRICE	\$474,046	\$503,040	6.1%
	AVERAGE DOM	40	56	40.0%
	# OF CONTRACTS	128	106	-17.2%
	# NEW LISTINGS	154	119	-22.7%
Condo/Co-op/Townhouse	# OF SALES	18	9	-50.0%
	SALES VOLUME	\$5,169,900	\$4,450,704	-13.9%
	MEDIAN PRICE	\$279,950	\$485,000	73.2%
	AVERAGE PRICE	\$287,217	\$494,523	72.2%
	AVERAGE DOM	31	10	-67.7%
	# OF CONTRACTS	16	15	-6.2%
	# NEW LISTINGS	19	22	15.8%

Union

Historic Sales



Historic Sales Prices

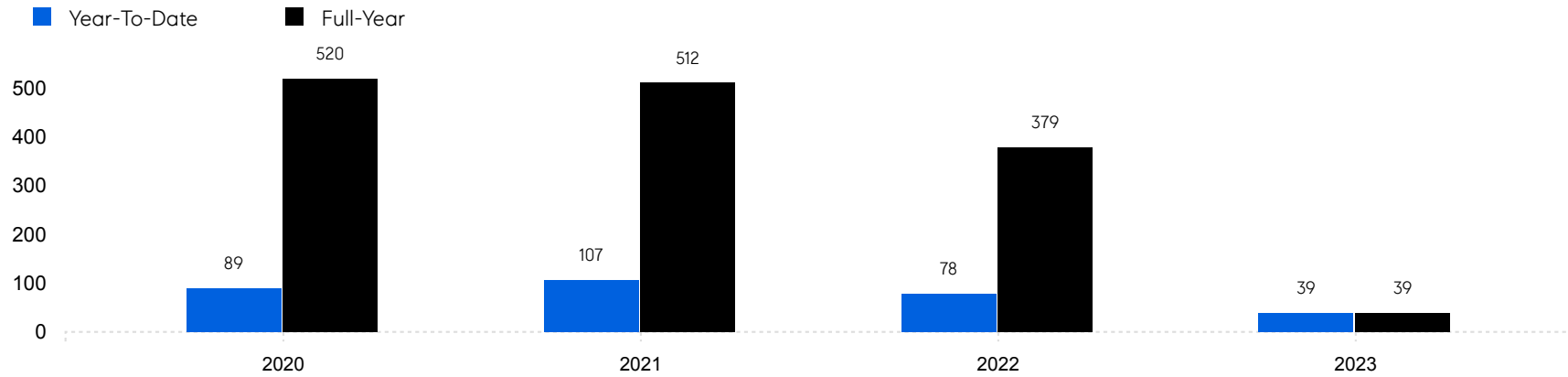


Westfield

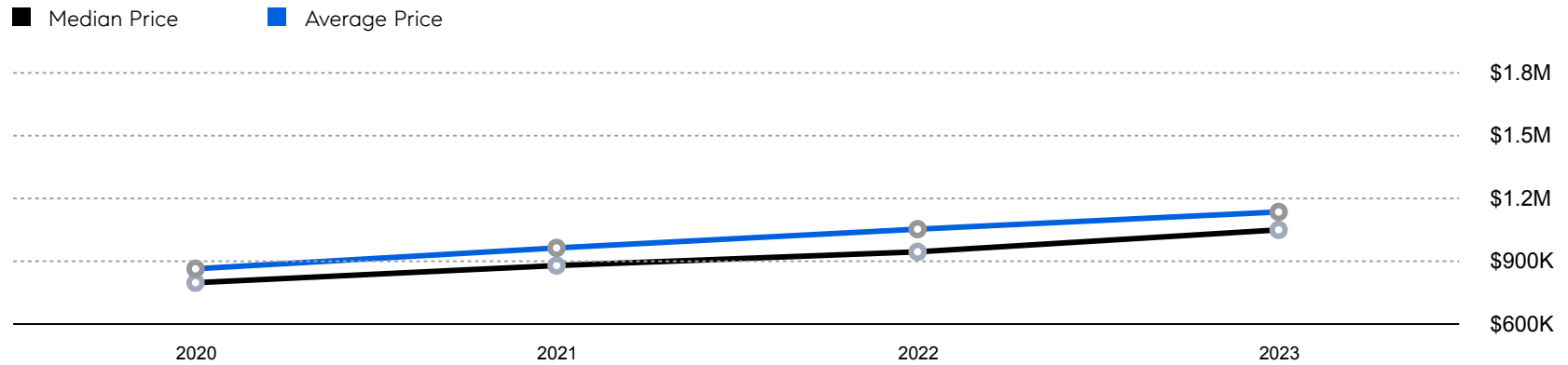
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	69	36	-47.8%
	SALES VOLUME	\$72,487,095	\$42,878,500	-40.8%
	MEDIAN PRICE	\$910,000	\$1,162,500	27.7%
	AVERAGE PRICE	\$1,050,538	\$1,191,069	13.4%
	AVERAGE DOM	37	30	-18.9%
	# OF CONTRACTS	100	67	-33.0%
	# NEW LISTINGS	116	88	-24.1%
Condo/Co-op/Townhouse	# OF SALES	9	3	-66.7%
	SALES VOLUME	\$3,356,725	\$1,410,000	-58.0%
	MEDIAN PRICE	\$352,825	\$595,000	68.6%
	AVERAGE PRICE	\$372,969	\$470,000	26.0%
	AVERAGE DOM	47	12	-74.5%
	# OF CONTRACTS	8	0	0.0%
	# NEW LISTINGS	6	2	-66.7%

Westfield

Historic Sales



Historic Sales Prices



COMPASS

Source: Garden State MLS, 01/01/2021 to 03/31/2023
Source: NJMLS, 01/01/2021 to 03/31/2023
Source: Hudson MLS, 01/01/2021 to 03/31/2023

Compass is a licensed real estate broker and abides by Equal Housing Opportunity laws. All material presented herein is intended for informational purposes only. Information is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdrawal without notice. No statement is made as to the accuracy of any description. All measurements and square footages are approximate. This is not intended to solicit property already listed. Nothing herein shall be construed as legal, accounting or other professional advice outside the realm of real estate brokerage.