

Q4 2022

Union County Market Report

COMPASS

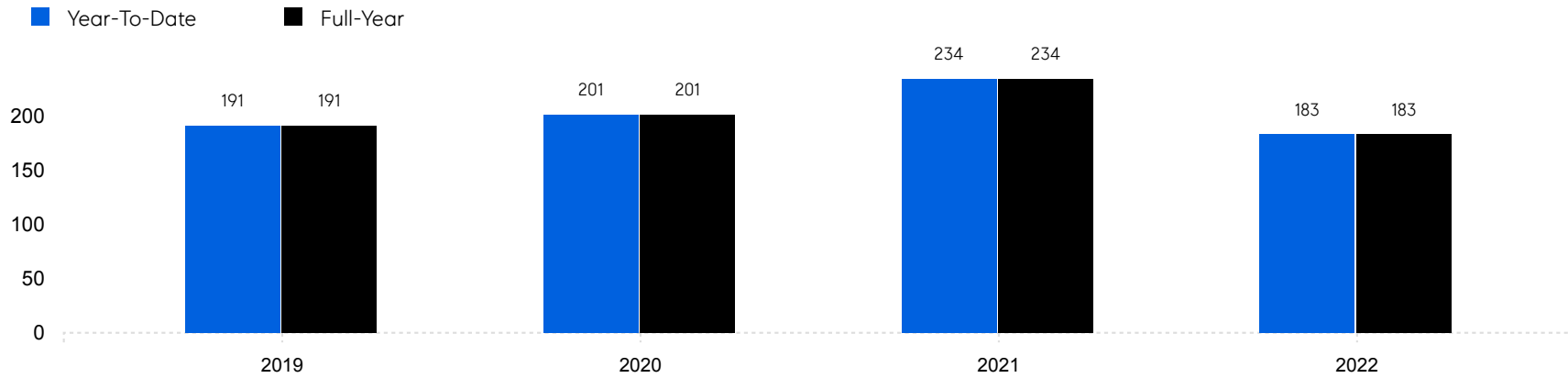


Berkeley Heights

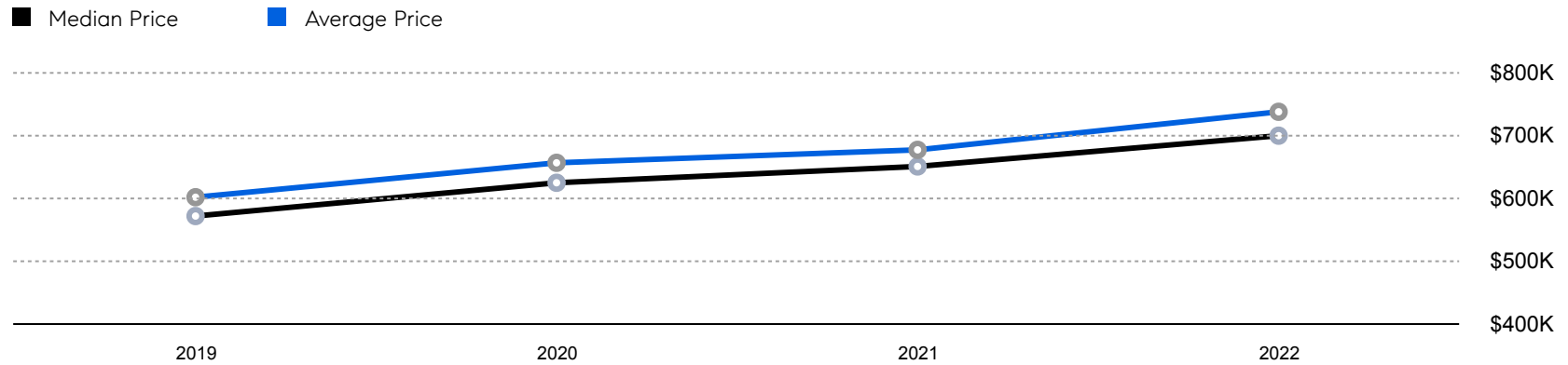
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	203	155	-23.6%
	SALES VOLUME	\$145,898,608	\$122,079,187	-16.3%
	MEDIAN PRICE	\$680,000	\$729,000	7.2%
	AVERAGE PRICE	\$718,712	\$787,608	9.6%
	AVERAGE DOM	31	27	-12.9%
	# OF CONTRACTS	198	158	-20.2%
	# NEW LISTINGS	225	163	-27.6%
Condo/Co-op/Townhouse	# OF SALES	31	28	-9.7%
	SALES VOLUME	\$12,620,500	\$12,985,000	2.9%
	MEDIAN PRICE	\$387,500	\$462,000	19.2%
	AVERAGE PRICE	\$407,113	\$463,750	13.9%
	AVERAGE DOM	46	30	-34.8%
	# OF CONTRACTS	33	26	-21.2%
	# NEW LISTINGS	38	27	-28.9%

Berkeley Heights

Historic Sales



Historic Sales Prices

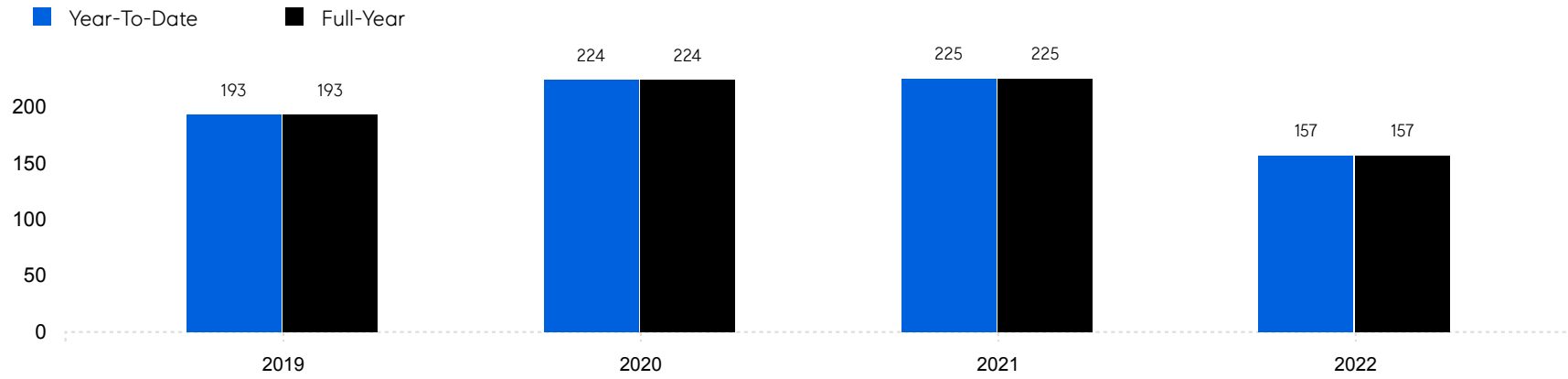


Clark

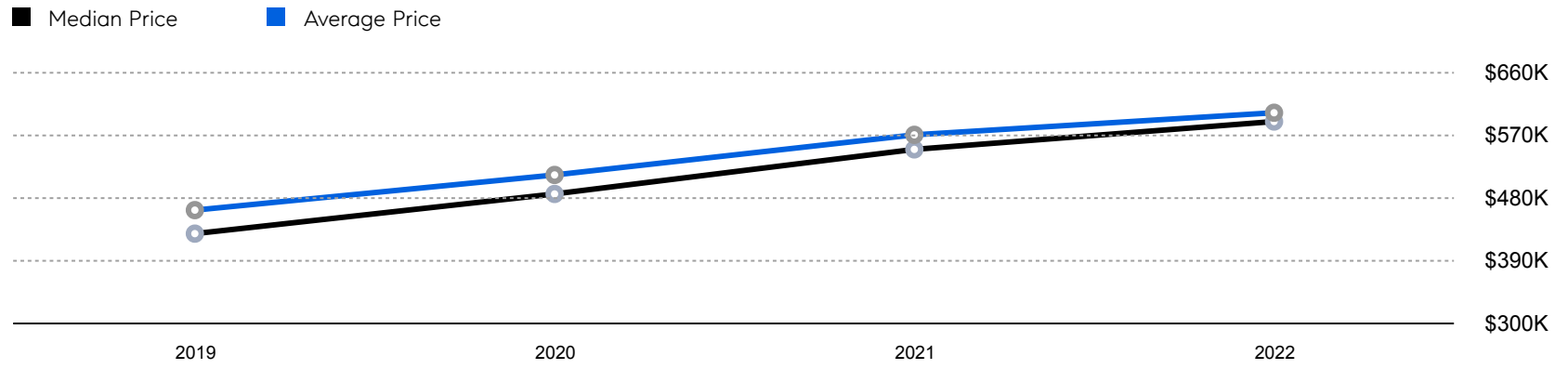
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	207	135	-34.8%
	SALES VOLUME	\$122,826,686	\$86,703,491	-29.4%
	MEDIAN PRICE	\$565,000	\$607,000	7.4%
	AVERAGE PRICE	\$593,366	\$642,248	8.2%
	AVERAGE DOM	32	28	-12.5%
	# OF CONTRACTS	193	127	-34.2%
	# NEW LISTINGS	246	146	-40.7%
Condo/Co-op/Townhouse	# OF SALES	18	22	22.2%
	SALES VOLUME	\$5,623,250	\$7,904,750	40.6%
	MEDIAN PRICE	\$301,250	\$335,000	11.2%
	AVERAGE PRICE	\$312,403	\$359,307	15.0%
	AVERAGE DOM	42	28	-33.3%
	# OF CONTRACTS	22	19	-13.6%
	# NEW LISTINGS	22	18	-18.2%

Clark

Historic Sales



Historic Sales Prices

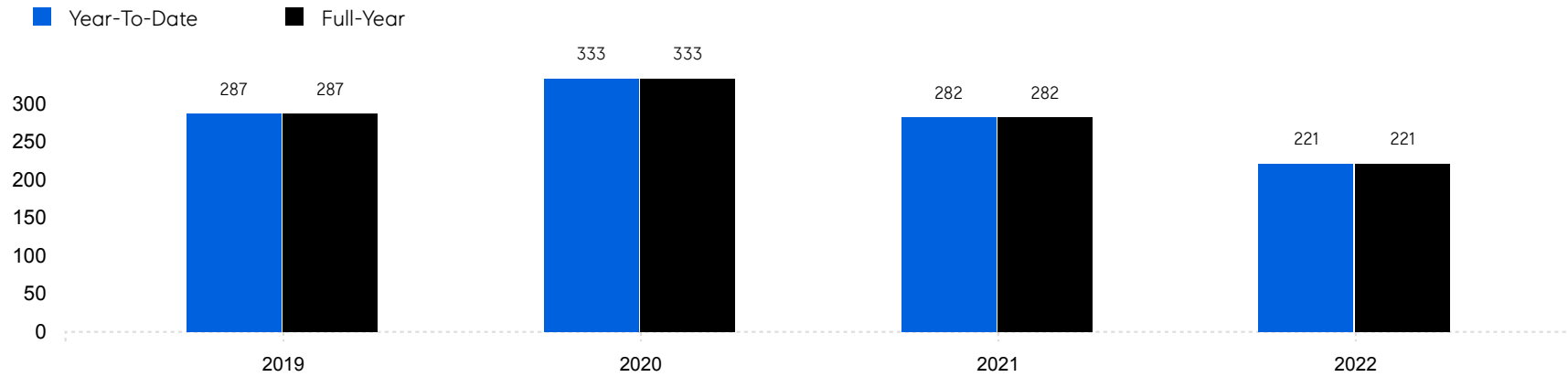


Cranford

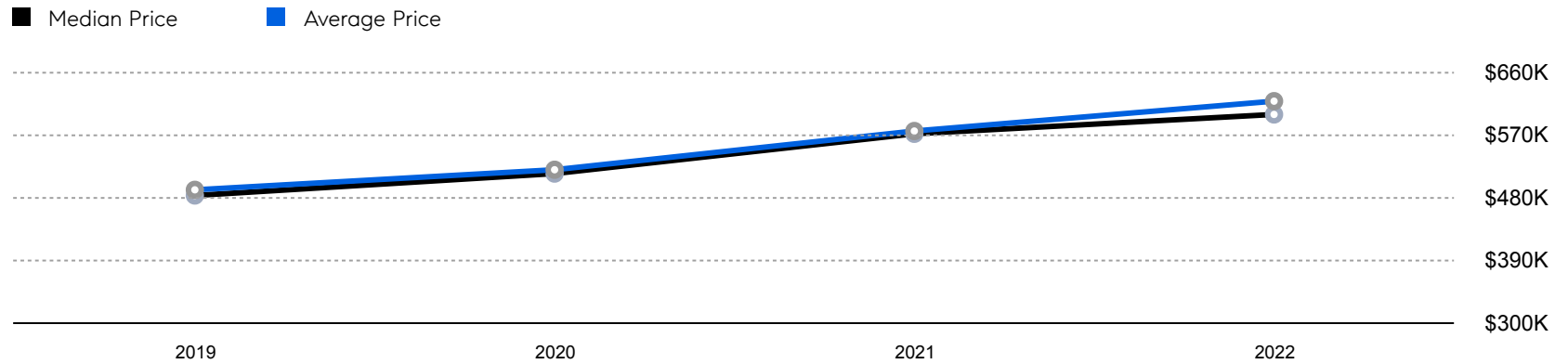
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	246	189	-23.2%
	SALES VOLUME	\$149,892,705	\$127,495,865	-14.9%
	MEDIAN PRICE	\$597,000	\$632,700	6.0%
	AVERAGE PRICE	\$609,320	\$674,581	10.7%
	AVERAGE DOM	26	26	0.0%
	# OF CONTRACTS	221	182	-17.6%
	# NEW LISTINGS	276	195	-29.3%
Condo/Co-op/Townhouse	# OF SALES	36	32	-11.1%
	SALES VOLUME	\$12,588,300	\$9,322,300	-25.9%
	MEDIAN PRICE	\$303,000	\$280,000	-7.6%
	AVERAGE PRICE	\$349,675	\$291,322	-16.7%
	AVERAGE DOM	27	28	3.7%
	# OF CONTRACTS	36	32	-11.1%
	# NEW LISTINGS	41	32	-22.0%

Cranford

Historic Sales



Historic Sales Prices

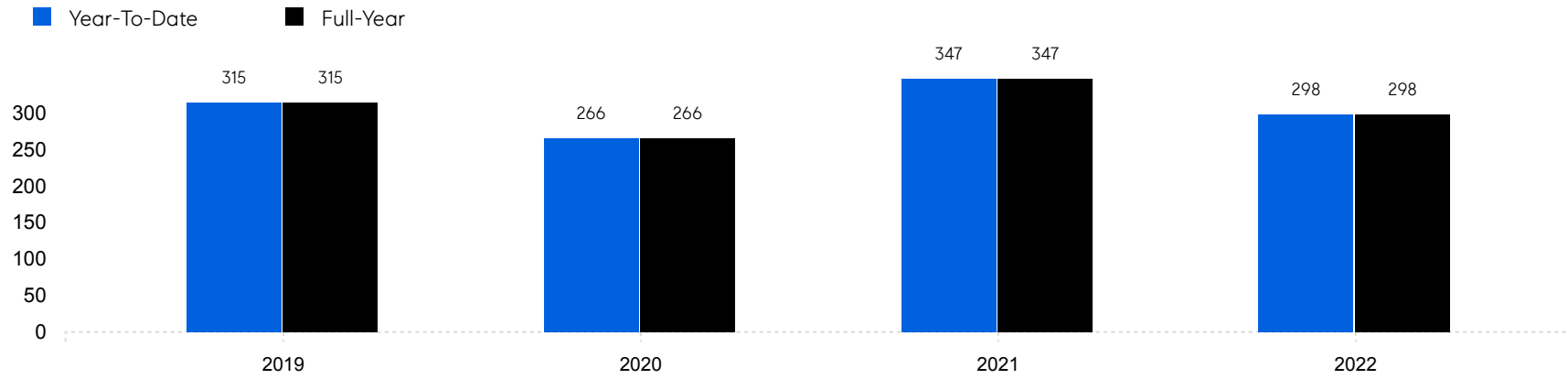


Elizabeth

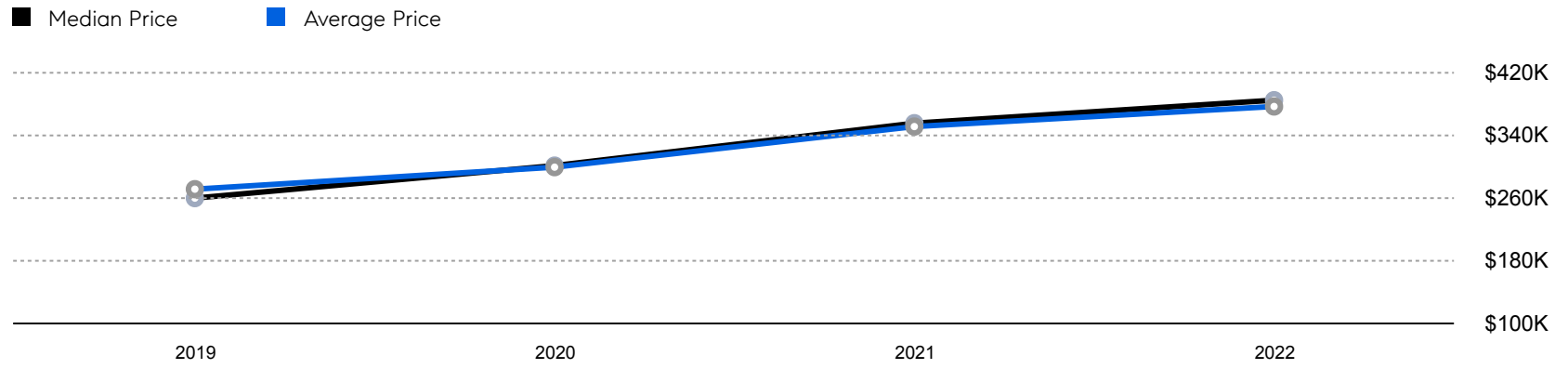
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	301	234	-22.3%
	SALES VOLUME	\$111,402,213	\$97,206,604	-12.7%
	MEDIAN PRICE	\$370,000	\$410,000	10.8%
	AVERAGE PRICE	\$370,107	\$415,413	12.2%
	AVERAGE DOM	46	44	-4.3%
	# OF CONTRACTS	309	209	-32.4%
	# NEW LISTINGS	434	271	-37.6%
Condo/Co-op/Townhouse	# OF SALES	46	64	39.1%
	SALES VOLUME	\$10,508,500	\$15,130,196	44.0%
	MEDIAN PRICE	\$241,000	\$232,667	-3.5%
	AVERAGE PRICE	\$228,446	\$236,409	3.5%
	AVERAGE DOM	35	49	40.0%
	# OF CONTRACTS	59	60	1.7%
	# NEW LISTINGS	92	78	-15.2%

Elizabeth

Historic Sales



Historic Sales Prices

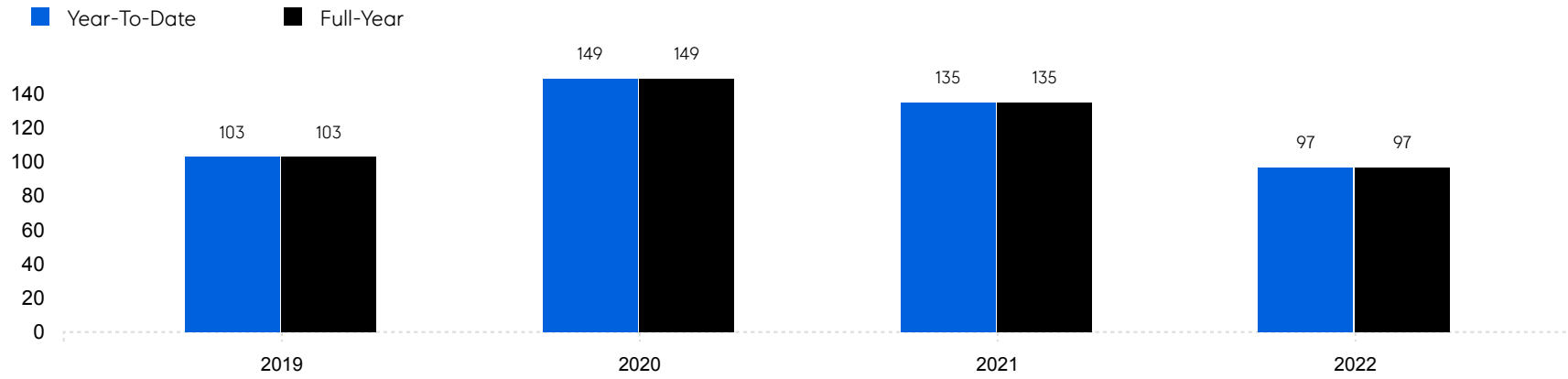


Fanwood

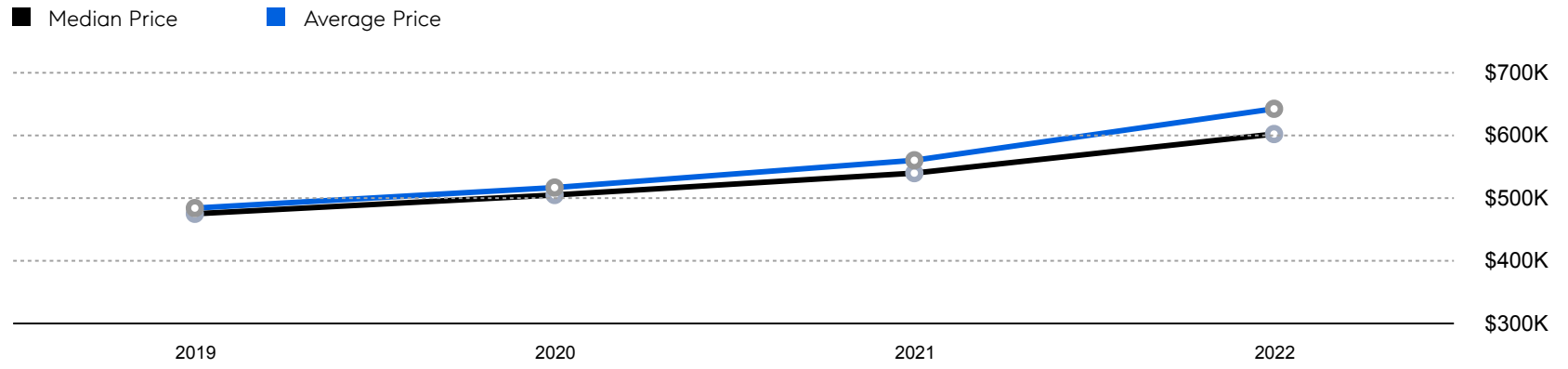
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	133	96	-27.8%
	SALES VOLUME	\$74,874,465	\$61,860,109	-17.4%
	MEDIAN PRICE	\$550,000	\$604,126	9.8%
	AVERAGE PRICE	\$562,966	\$644,376	14.5%
	AVERAGE DOM	29	21	-27.6%
	# OF CONTRACTS	129	87	-32.6%
	# NEW LISTINGS	145	96	-33.8%
Condo/Co-op/Townhouse	# OF SALES	2	1	-50.0%
	SALES VOLUME	\$775,000	\$466,181	-39.8%
	MEDIAN PRICE	\$387,500	\$466,181	20.3%
	AVERAGE PRICE	\$387,500	\$466,181	20.3%
	AVERAGE DOM	19	6	-68.4%
	# OF CONTRACTS	2	1	-50.0%
	# NEW LISTINGS	2	1	-50.0%

Fanwood

Historic Sales



Historic Sales Prices

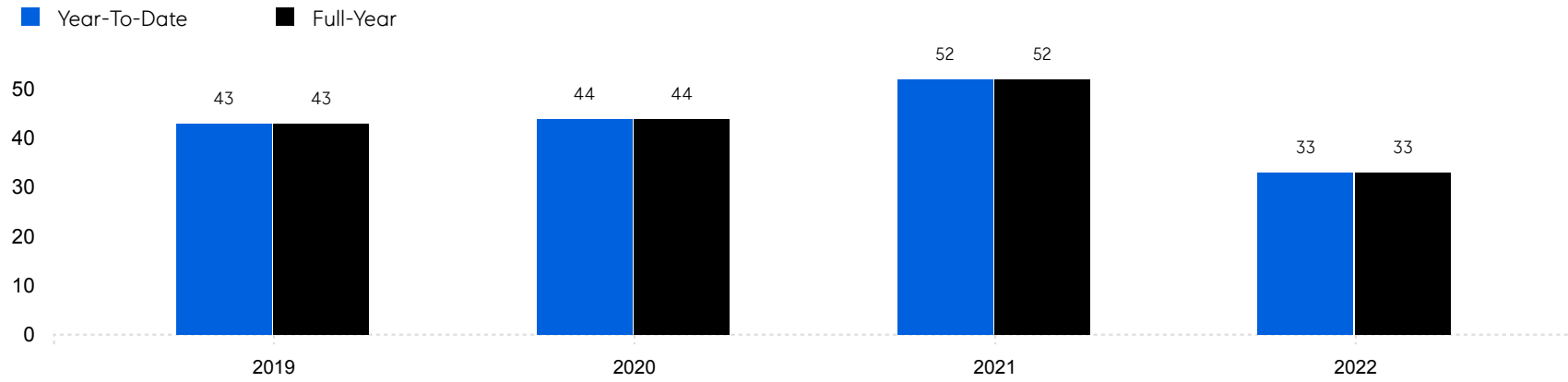


Garwood

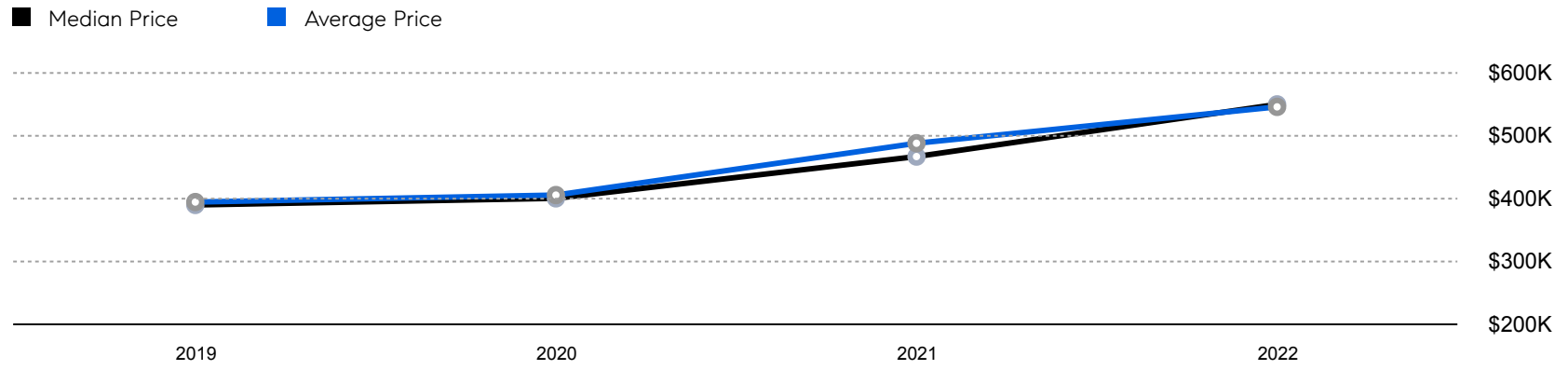
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	48	31	-35.4%
	SALES VOLUME	\$22,860,000	\$16,849,900	-26.3%
	MEDIAN PRICE	\$461,500	\$545,000	18.1%
	AVERAGE PRICE	\$476,250	\$543,545	14.1%
	AVERAGE DOM	24	27	12.5%
	# OF CONTRACTS	45	29	-35.6%
	# NEW LISTINGS	57	36	-36.8%
Condo/Co-op/Townhouse	# OF SALES	4	2	-50.0%
	SALES VOLUME	\$2,525,000	\$1,170,000	-53.7%
	MEDIAN PRICE	\$630,000	\$585,000	-7.1%
	AVERAGE PRICE	\$631,250	\$585,000	-7.3%
	AVERAGE DOM	67	110	64.2%
	# OF CONTRACTS	3	2	-33.3%
	# NEW LISTINGS	5	0	0.0%

Garwood

Historic Sales



Historic Sales Prices

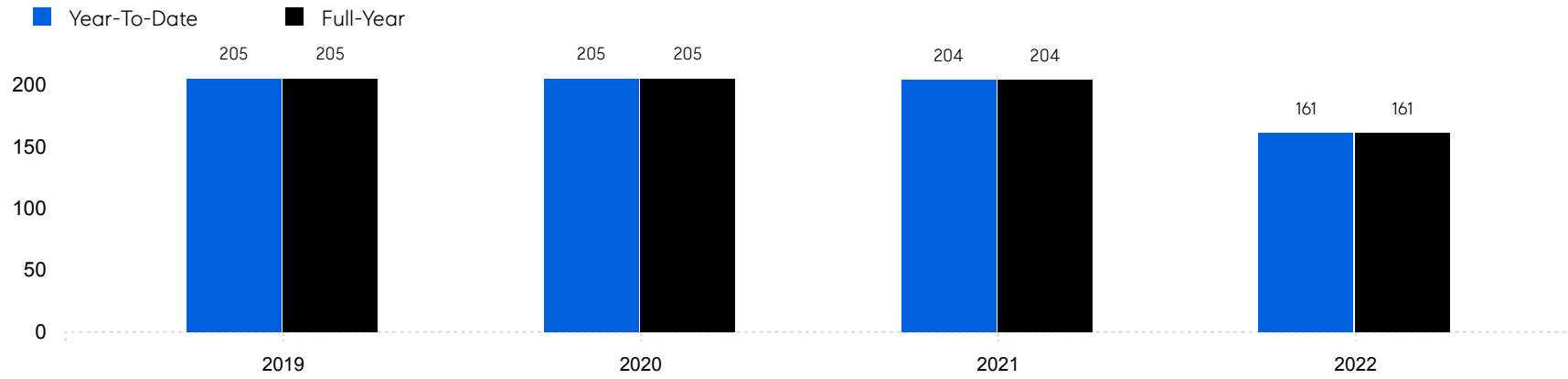


Hillside

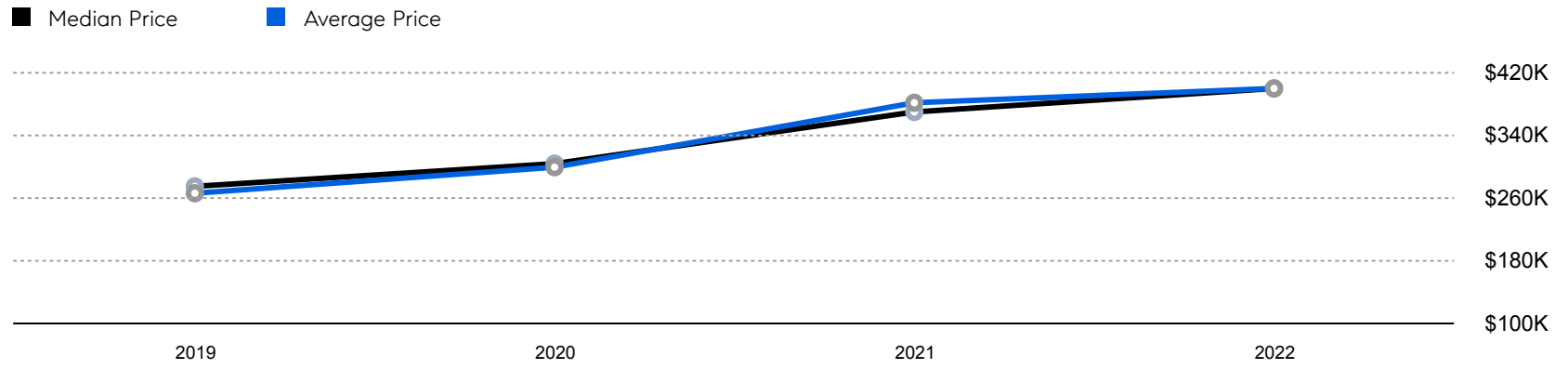
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	200	159	-20.5%
	SALES VOLUME	\$77,009,423	\$63,794,871	-17.2%
	MEDIAN PRICE	\$370,000	\$400,000	8.1%
	AVERAGE PRICE	\$385,047	\$401,226	4.2%
	AVERAGE DOM	41	43	4.9%
	# OF CONTRACTS	194	166	-14.4%
	# NEW LISTINGS	243	214	-11.9%
Condo/Co-op/Townhouse	# OF SALES	4	2	-50.0%
	SALES VOLUME	\$865,000	\$604,900	-30.1%
	MEDIAN PRICE	\$230,000	\$302,450	31.5%
	AVERAGE PRICE	\$216,250	\$302,450	39.9%
	AVERAGE DOM	25	55	120.0%
	# OF CONTRACTS	3	3	0.0%
	# NEW LISTINGS	3	4	33.3%

Hillside

Historic Sales



Historic Sales Prices

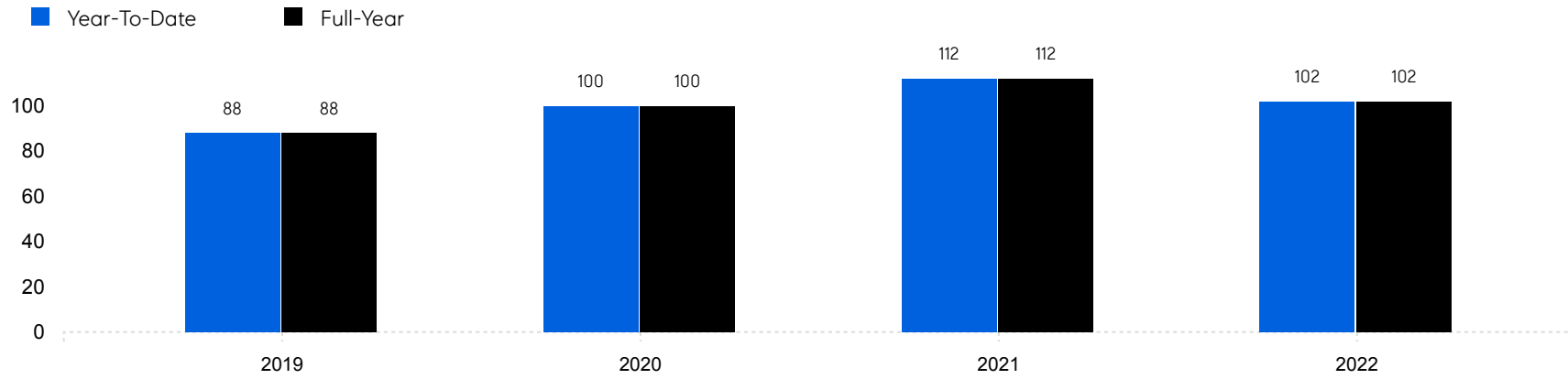


Kenilworth

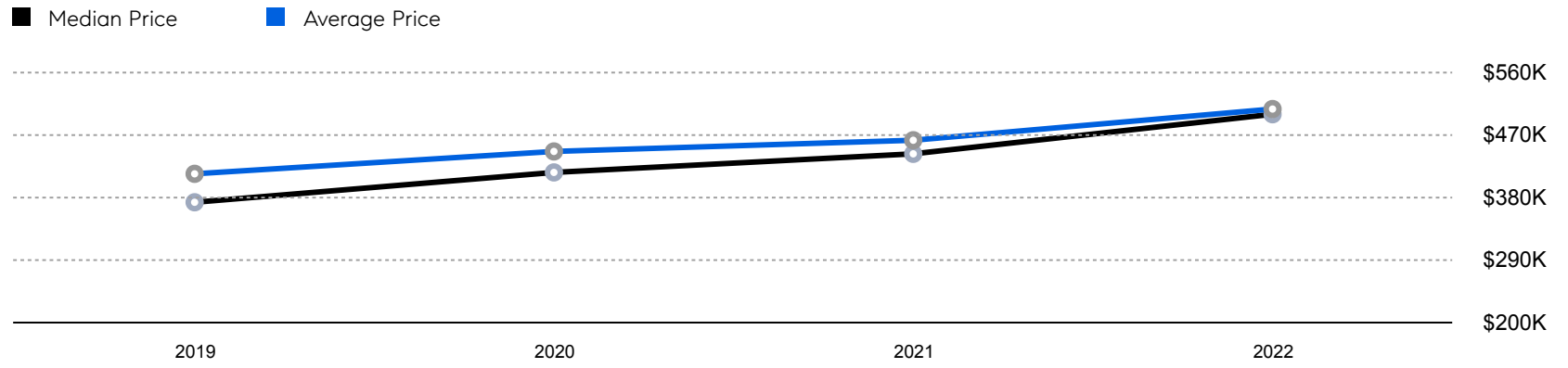
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	112	101	-9.8%
	SALES VOLUME	\$51,806,158	\$51,305,400	-1.0%
	MEDIAN PRICE	\$443,000	\$500,000	12.9%
	AVERAGE PRICE	\$462,555	\$507,974	9.8%
	AVERAGE DOM	33	31	-6.1%
	# OF CONTRACTS	109	98	-10.1%
	# NEW LISTINGS	131	106	-19.1%
Condo/Co-op/Townhouse	# OF SALES	0	1	0.0%
	SALES VOLUME	-	\$460,000	-
	MEDIAN PRICE	-	\$460,000	-
	AVERAGE PRICE	-	\$460,000	-
	AVERAGE DOM	-	0	-
	# OF CONTRACTS	0	1	0.0%
	# NEW LISTINGS	0	1	0.0%

Kenilworth

Historic Sales



Historic Sales Prices

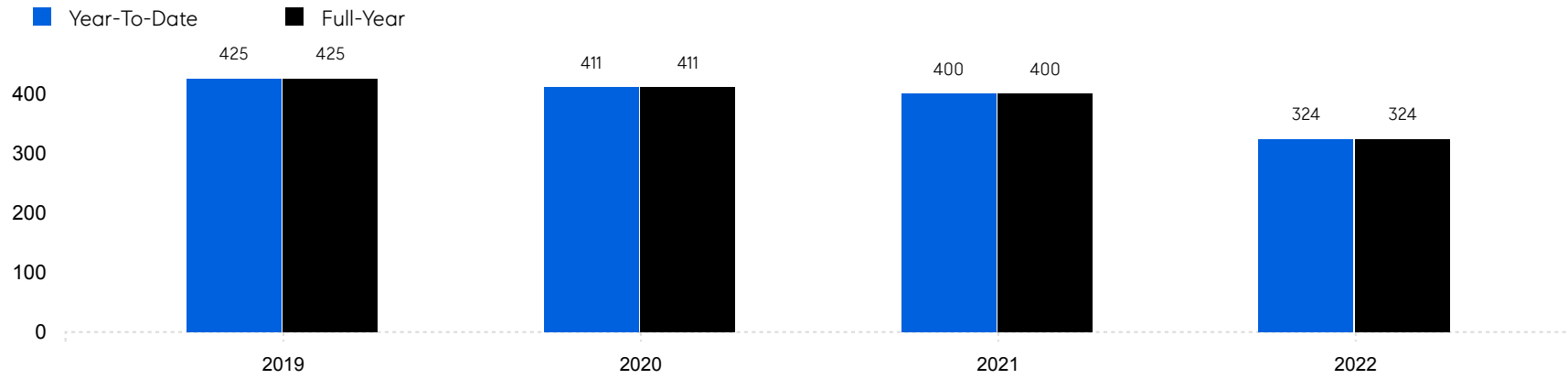


Linden

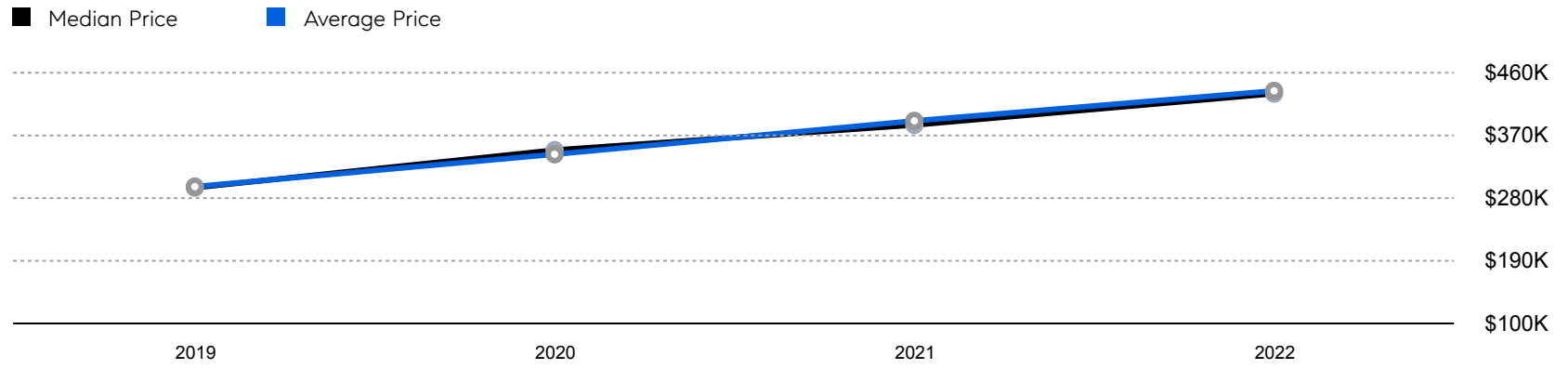
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	357	288	-19.3%
	SALES VOLUME	\$145,988,921	\$132,598,289	-9.2%
	MEDIAN PRICE	\$400,000	\$448,750	12.2%
	AVERAGE PRICE	\$408,933	\$460,411	12.6%
	AVERAGE DOM	32	37	15.6%
	# OF CONTRACTS	352	288	-18.2%
	# NEW LISTINGS	412	314	-23.8%
Condo/Co-op/Townhouse	# OF SALES	43	36	-16.3%
	SALES VOLUME	\$10,376,500	\$8,024,500	-22.7%
	MEDIAN PRICE	\$239,000	\$205,000	-14.2%
	AVERAGE PRICE	\$241,314	\$222,903	-7.6%
	AVERAGE DOM	35	53	51.4%
	# OF CONTRACTS	45	33	-26.7%
	# NEW LISTINGS	51	38	-25.5%

Linden

Historic Sales



Historic Sales Prices

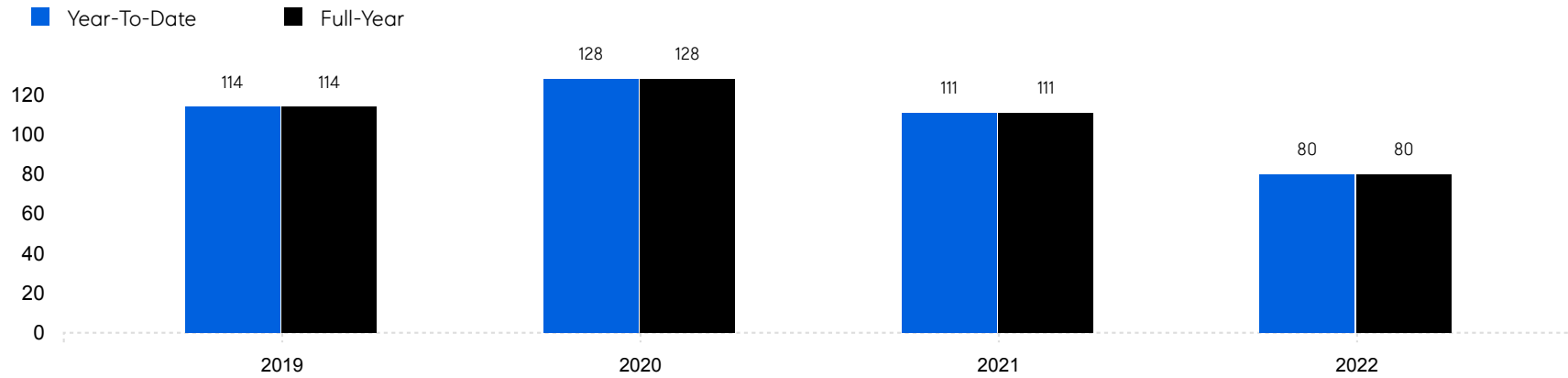


Mountainside

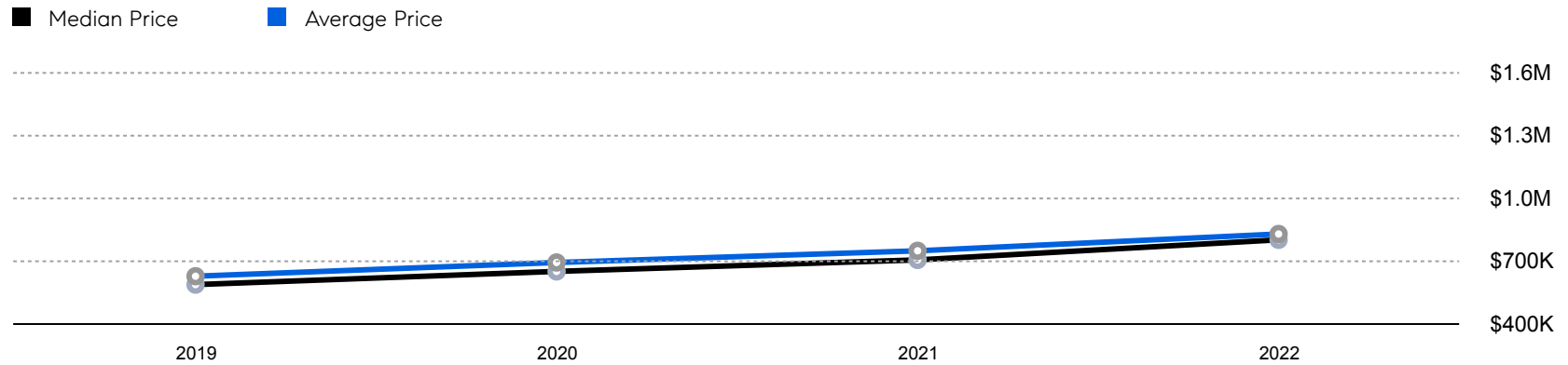
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	110	78	-29.1%
	SALES VOLUME	\$82,451,895	\$64,708,631	-21.5%
	MEDIAN PRICE	\$703,750	\$795,000	13.0%
	AVERAGE PRICE	\$749,563	\$829,598	10.7%
	AVERAGE DOM	34	41	20.6%
	# OF CONTRACTS	109	68	-37.6%
	# NEW LISTINGS	133	67	-49.6%
Condo/Co-op/Townhouse	# OF SALES	1	2	100.0%
	SALES VOLUME	\$785,000	\$1,710,000	117.8%
	MEDIAN PRICE	\$785,000	\$855,000	8.9%
	AVERAGE PRICE	\$785,000	\$855,000	8.9%
	AVERAGE DOM	8	20	150.0%
	# OF CONTRACTS	1	4	300.0%
	# NEW LISTINGS	1	7	600.0%

Mountainside

Historic Sales



Historic Sales Prices

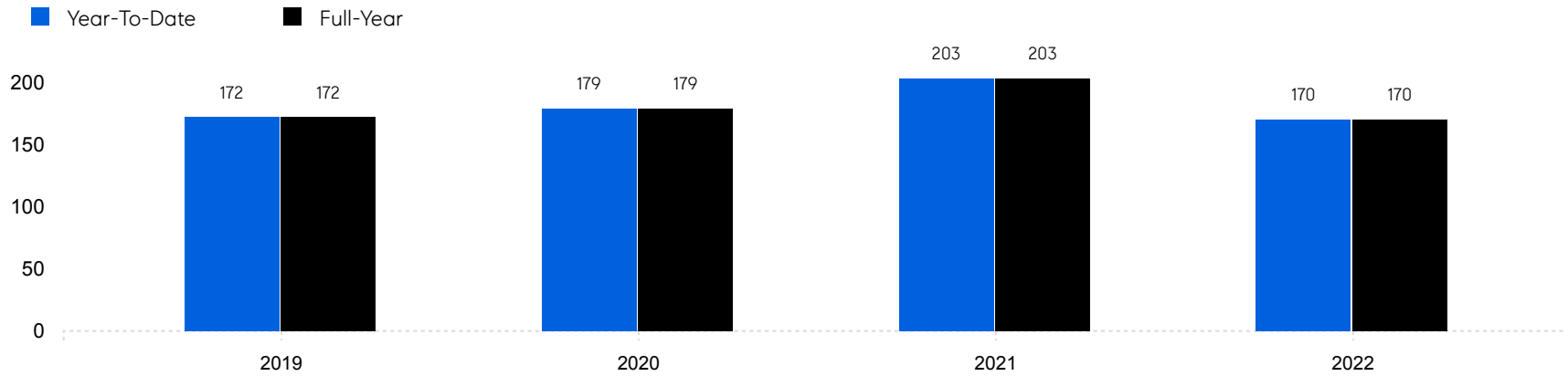


New Providence

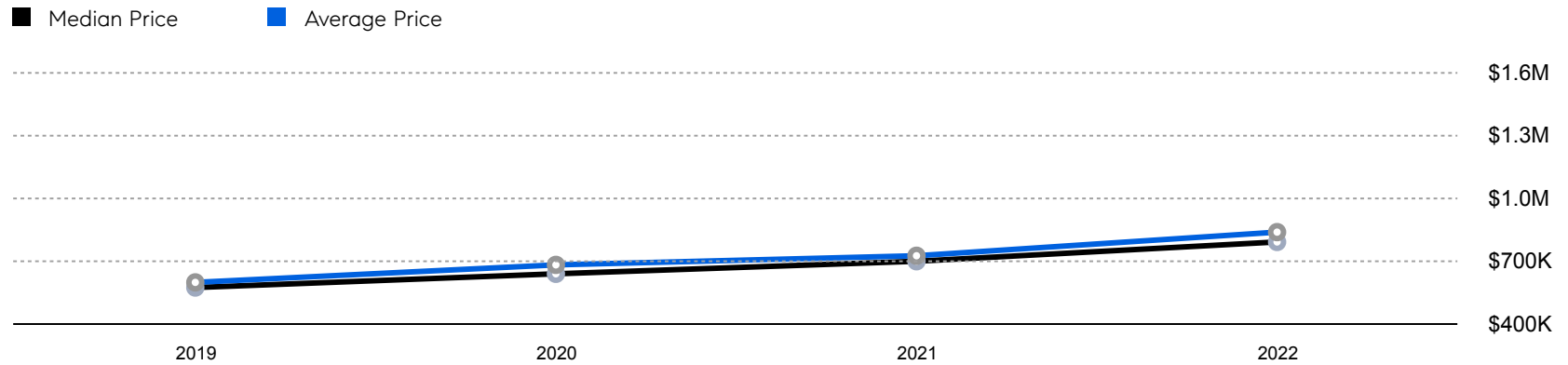
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	171	156	-8.8%
	SALES VOLUME	\$127,764,721	\$132,651,163	3.8%
	MEDIAN PRICE	\$739,900	\$802,500	8.5%
	AVERAGE PRICE	\$747,162	\$850,328	13.8%
	AVERAGE DOM	24	21	-12.5%
	# OF CONTRACTS	174	149	-14.4%
	# NEW LISTINGS	199	155	-22.1%
Condo/Co-op/Townhouse	# OF SALES	32	14	-56.2%
	SALES VOLUME	\$19,678,390	\$10,015,500	-49.1%
	MEDIAN PRICE	\$573,500	\$627,500	9.4%
	AVERAGE PRICE	\$614,950	\$715,393	16.3%
	AVERAGE DOM	36	46	27.8%
	# OF CONTRACTS	32	15	-53.1%
	# NEW LISTINGS	38	18	-52.6%

New Providence

Historic Sales



Historic Sales Prices

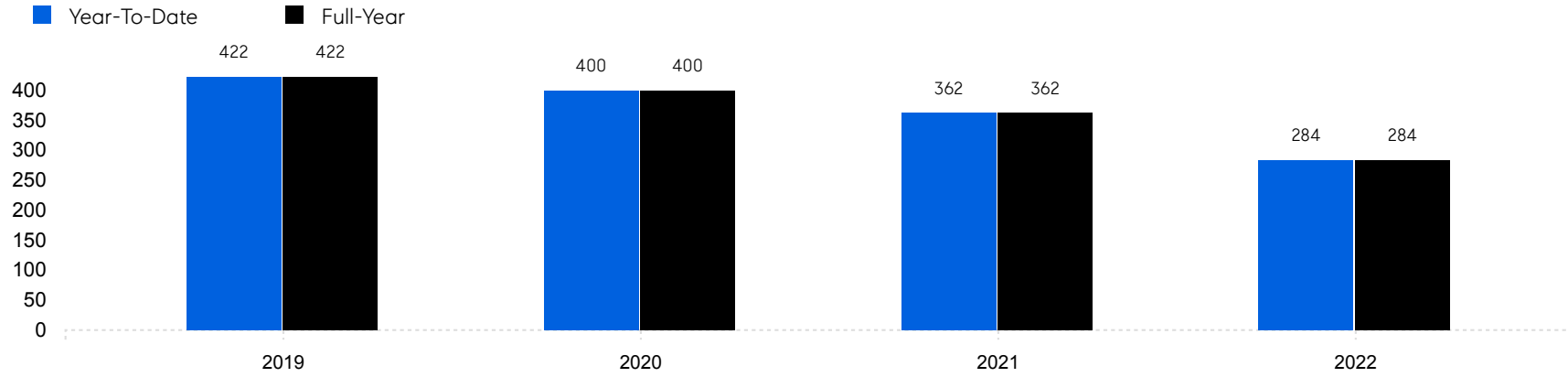


Plainfield

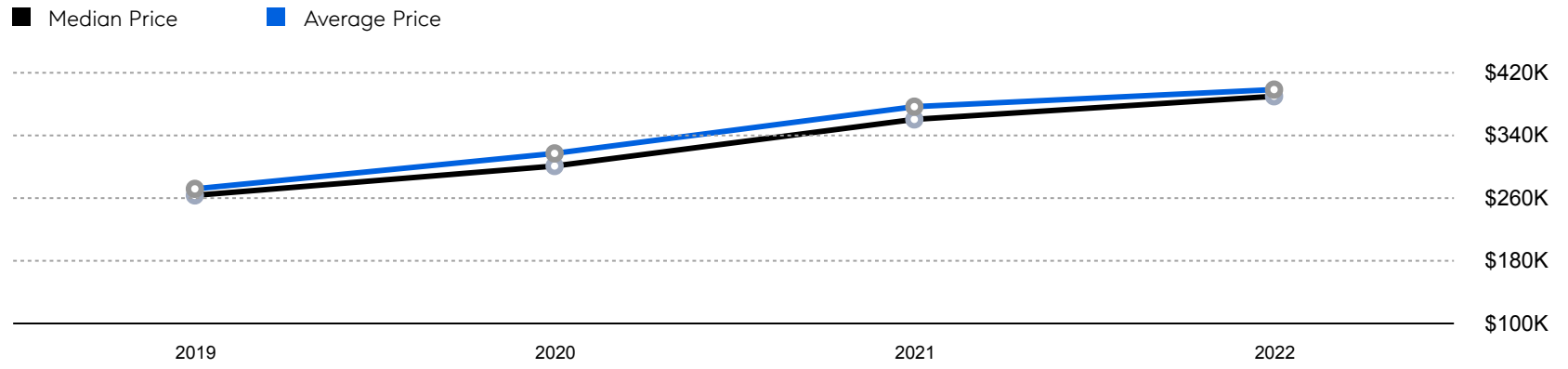
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	348	269	-22.7%
	SALES VOLUME	\$133,467,035	\$109,641,536	-17.9%
	MEDIAN PRICE	\$365,000	\$400,000	9.6%
	AVERAGE PRICE	\$383,526	\$407,589	6.3%
	AVERAGE DOM	43	37	-14.0%
	# OF CONTRACTS	330	278	-15.8%
	# NEW LISTINGS	436	333	-23.6%
Condo/Co-op/Townhouse	# OF SALES	14	15	7.1%
	SALES VOLUME	\$2,905,900	\$3,542,000	21.9%
	MEDIAN PRICE	\$202,000	\$235,000	16.3%
	AVERAGE PRICE	\$207,564	\$236,133	13.8%
	AVERAGE DOM	57	34	-40.4%
	# OF CONTRACTS	14	13	-7.1%
	# NEW LISTINGS	20	16	-20.0%

Plainfield

Historic Sales



Historic Sales Prices

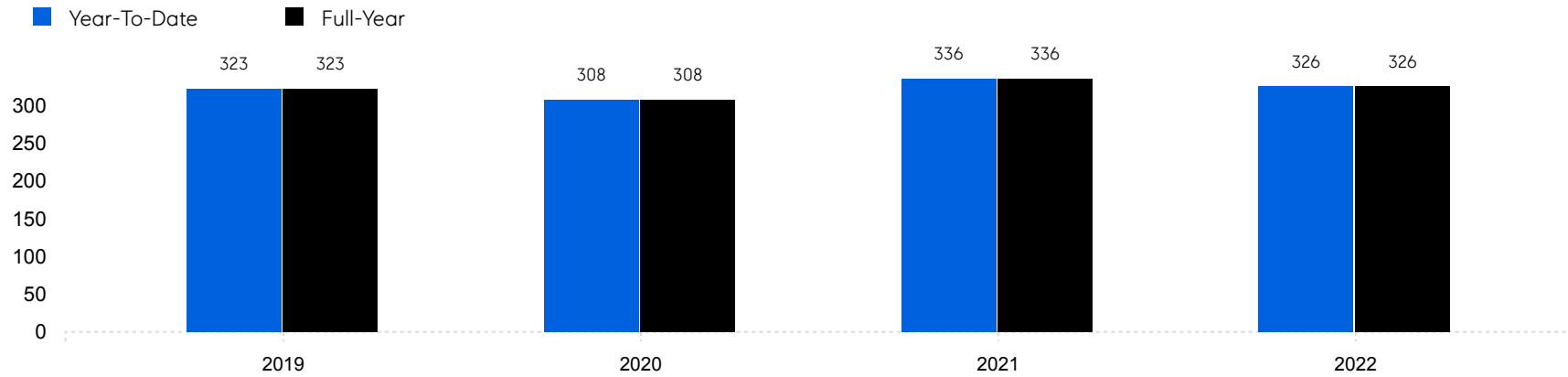


Rahway

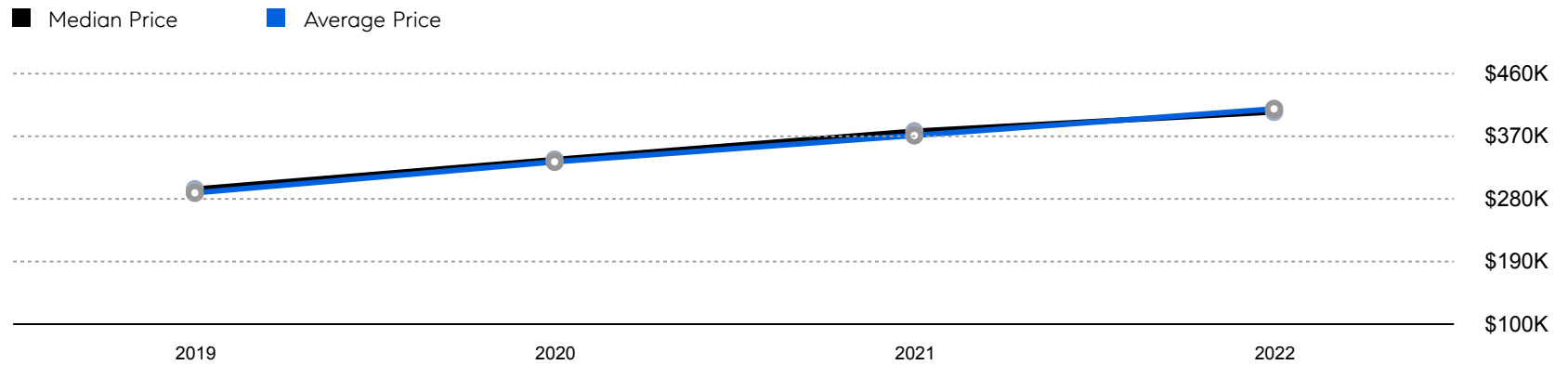
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	301	282	-6.3%
	SALES VOLUME	\$113,926,199	\$118,498,099	4.0%
	MEDIAN PRICE	\$383,500	\$415,000	8.2%
	AVERAGE PRICE	\$378,492	\$420,206	11.0%
	AVERAGE DOM	31	35	12.9%
	# OF CONTRACTS	292	273	-6.5%
	# NEW LISTINGS	374	299	-20.1%
Condo/Co-op/Townhouse	# OF SALES	35	44	25.7%
	SALES VOLUME	\$10,803,077	\$14,967,227	38.5%
	MEDIAN PRICE	\$300,000	\$360,500	20.2%
	AVERAGE PRICE	\$308,659	\$340,164	10.2%
	AVERAGE DOM	41	31	-24.4%
	# OF CONTRACTS	34	41	20.6%
	# NEW LISTINGS	51	52	2.0%

Rahway

Historic Sales



Historic Sales Prices

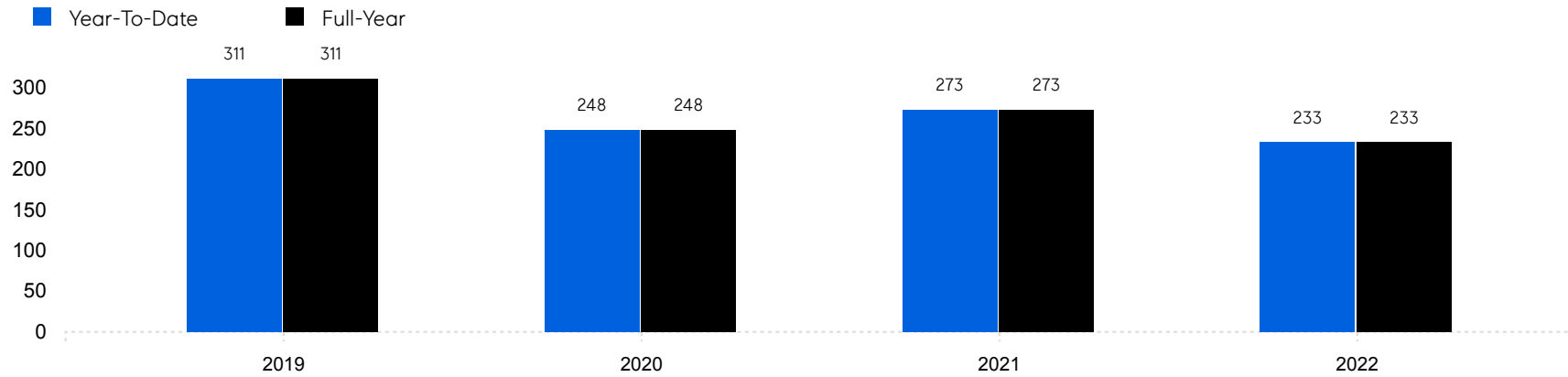


Roselle

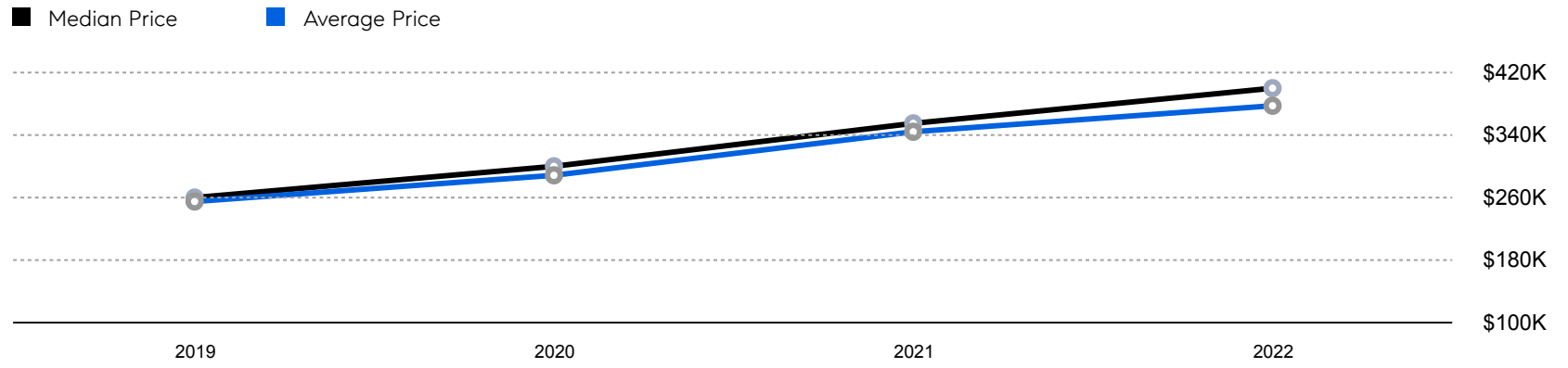
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	247	201	-18.6%
	SALES VOLUME	\$89,291,294	\$81,719,410	-8.5%
	MEDIAN PRICE	\$360,000	\$410,000	13.9%
	AVERAGE PRICE	\$361,503	\$406,564	12.5%
	AVERAGE DOM	36	38	5.6%
	# OF CONTRACTS	253	200	-20.9%
	# NEW LISTINGS	297	209	-29.6%
Condo/Co-op/Townhouse	# OF SALES	26	32	23.1%
	SALES VOLUME	\$4,690,350	\$6,247,900	33.2%
	MEDIAN PRICE	\$142,000	\$164,500	15.8%
	AVERAGE PRICE	\$180,398	\$195,247	8.2%
	AVERAGE DOM	39	34	-12.8%
	# OF CONTRACTS	31	28	-9.7%
	# NEW LISTINGS	40	29	-27.5%

Roselle

Historic Sales



Historic Sales Prices

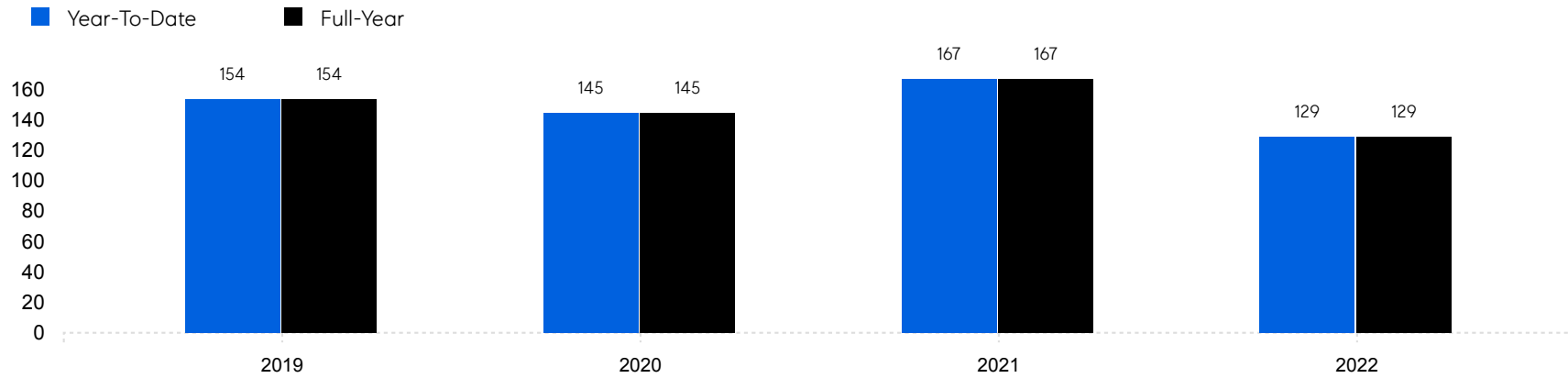


Roselle Park

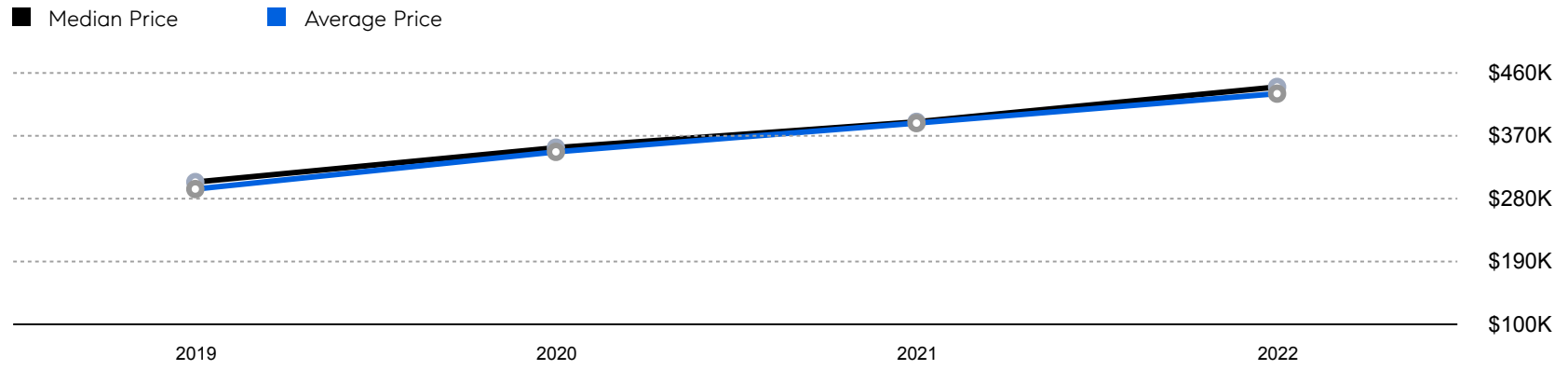
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	152	118	-22.4%
	SALES VOLUME	\$61,566,016	\$53,185,899	-13.6%
	MEDIAN PRICE	\$400,000	\$450,000	12.5%
	AVERAGE PRICE	\$405,040	\$450,728	11.3%
	AVERAGE DOM	37	28	-24.3%
	# OF CONTRACTS	156	104	-33.3%
	# NEW LISTINGS	189	114	-39.7%
Condo/Co-op/Townhouse	# OF SALES	15	11	-26.7%
	SALES VOLUME	\$3,267,000	\$2,334,500	-28.5%
	MEDIAN PRICE	\$233,000	\$188,500	-19.1%
	AVERAGE PRICE	\$217,800	\$212,227	-2.6%
	AVERAGE DOM	24	32	33.3%
	# OF CONTRACTS	17	10	-41.2%
	# NEW LISTINGS	17	9	-47.1%

Roselle Park

Historic Sales



Historic Sales Prices

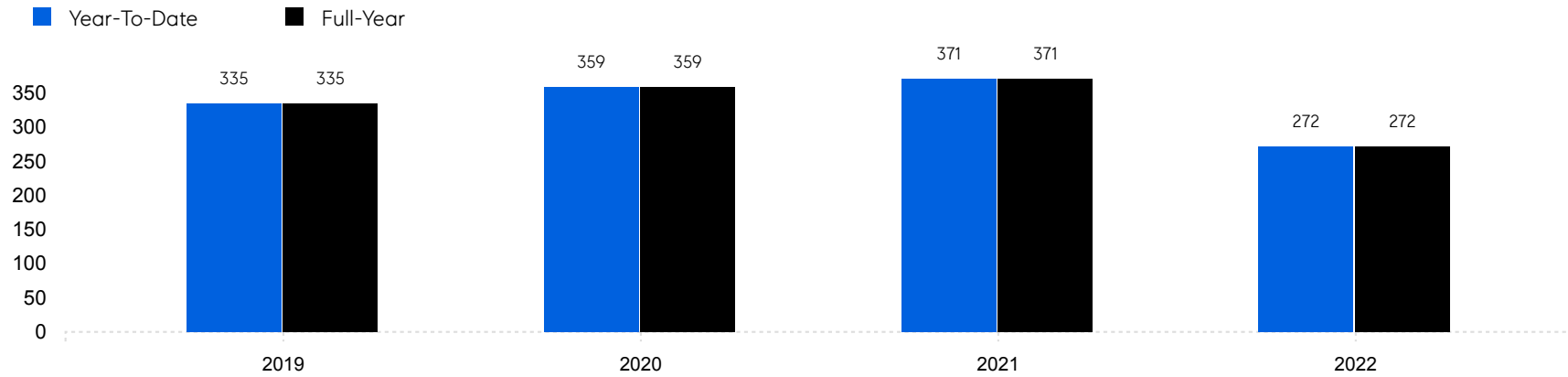


Scotch Plains

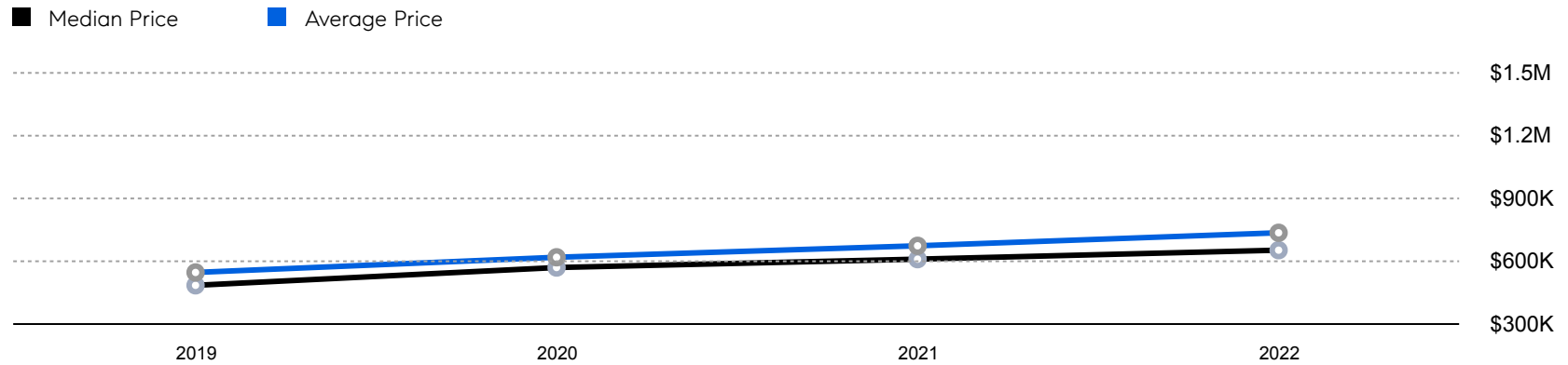
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	327	241	-26.3%
	SALES VOLUME	\$232,832,840	\$186,896,297	-19.7%
	MEDIAN PRICE	\$650,000	\$689,000	6.0%
	AVERAGE PRICE	\$712,027	\$775,503	8.9%
	AVERAGE DOM	31	30	-3.2%
	# OF CONTRACTS	306	250	-18.3%
	# NEW LISTINGS	362	280	-22.7%
Condo/Co-op/Townhouse	# OF SALES	44	31	-29.5%
	SALES VOLUME	\$17,174,700	\$13,322,749	-22.4%
	MEDIAN PRICE	\$386,250	\$420,000	8.7%
	AVERAGE PRICE	\$390,334	\$429,766	10.1%
	AVERAGE DOM	32	27	-15.6%
	# OF CONTRACTS	45	32	-28.9%
	# NEW LISTINGS	50	33	-34.0%

Scotch Plains

Historic Sales



Historic Sales Prices

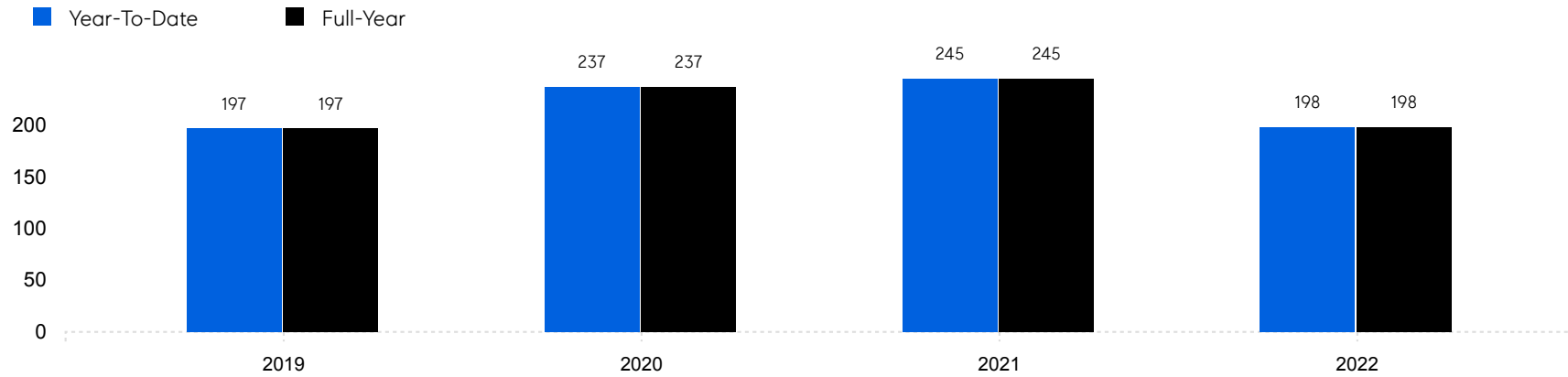


Springfield

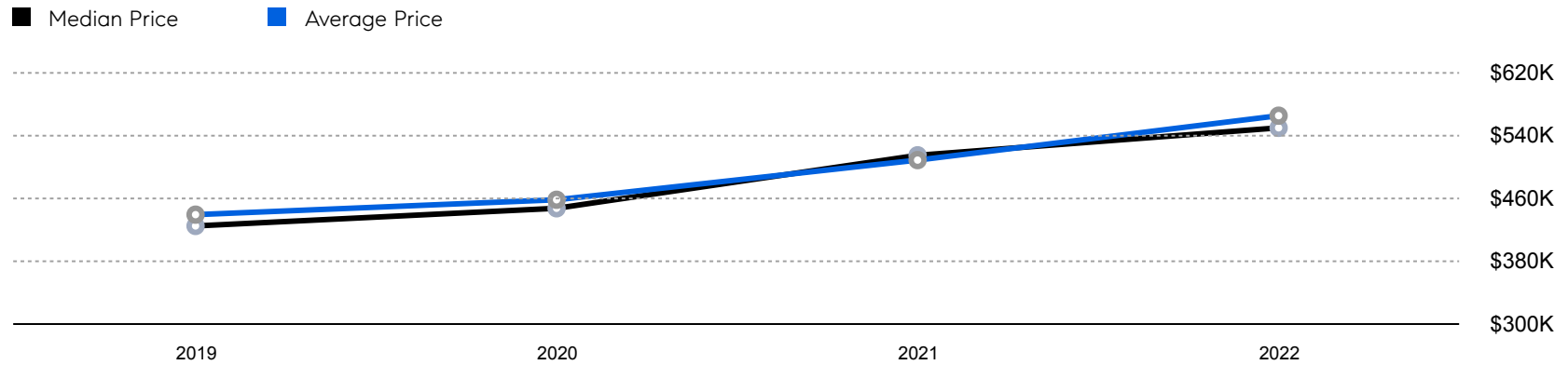
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	180	156	-13.3%
	SALES VOLUME	\$105,579,080	\$99,271,491	-6.0%
	MEDIAN PRICE	\$565,000	\$600,000	6.2%
	AVERAGE PRICE	\$586,550	\$636,356	8.5%
	AVERAGE DOM	33	28	-15.2%
	# OF CONTRACTS	171	158	-7.6%
	# NEW LISTINGS	212	173	-18.4%
Condo/Co-op/Townhouse	# OF SALES	65	42	-35.4%
	SALES VOLUME	\$19,100,875	\$12,694,700	-33.5%
	MEDIAN PRICE	\$245,000	\$256,000	4.5%
	AVERAGE PRICE	\$293,860	\$302,255	2.9%
	AVERAGE DOM	39	28	-28.2%
	# OF CONTRACTS	61	38	-37.7%
	# NEW LISTINGS	68	36	-47.1%

Springfield

Historic Sales



Historic Sales Prices

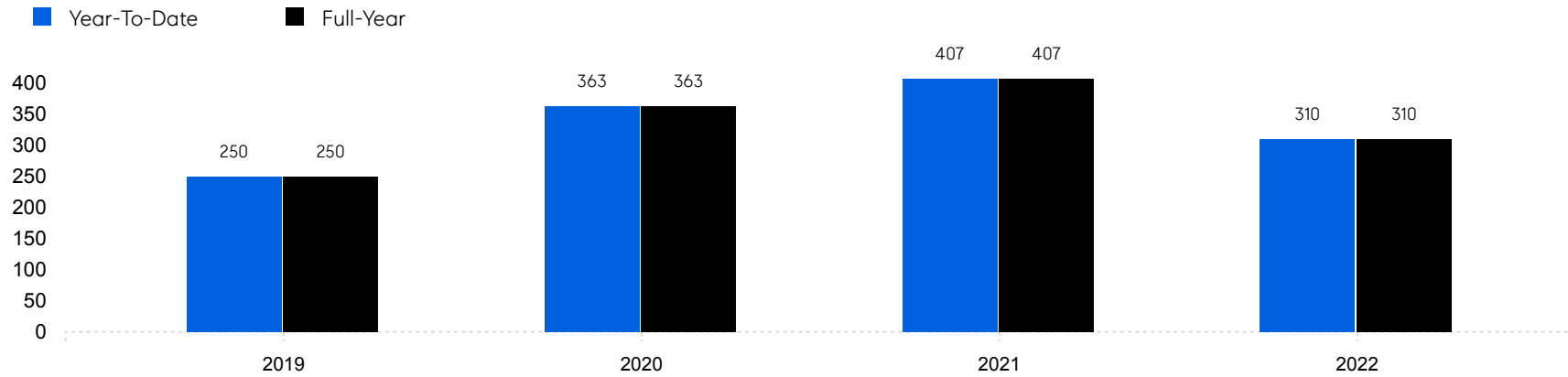


Summit

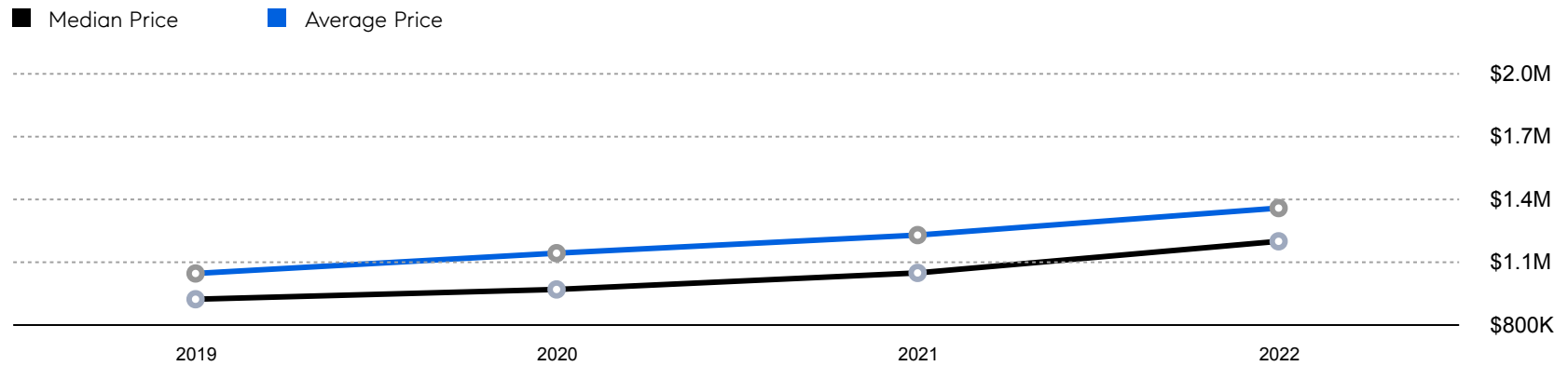
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	337	259	-23.1%
	SALES VOLUME	\$452,799,649	\$390,509,848	-13.8%
	MEDIAN PRICE	\$1,175,000	\$1,310,000	11.5%
	AVERAGE PRICE	\$1,343,619	\$1,507,760	12.2%
	AVERAGE DOM	30	21	-30.0%
	# OF CONTRACTS	319	254	-20.4%
	# NEW LISTINGS	369	271	-26.6%
Condo/Co-op/Townhouse	# OF SALES	70	51	-27.1%
	SALES VOLUME	\$47,673,600	\$30,696,498	-35.6%
	MEDIAN PRICE	\$462,500	\$465,000	0.5%
	AVERAGE PRICE	\$681,051	\$601,892	-11.6%
	AVERAGE DOM	61	33	-45.9%
	# OF CONTRACTS	68	54	-20.6%
	# NEW LISTINGS	85	63	-25.9%

Summit

Historic Sales



Historic Sales Prices

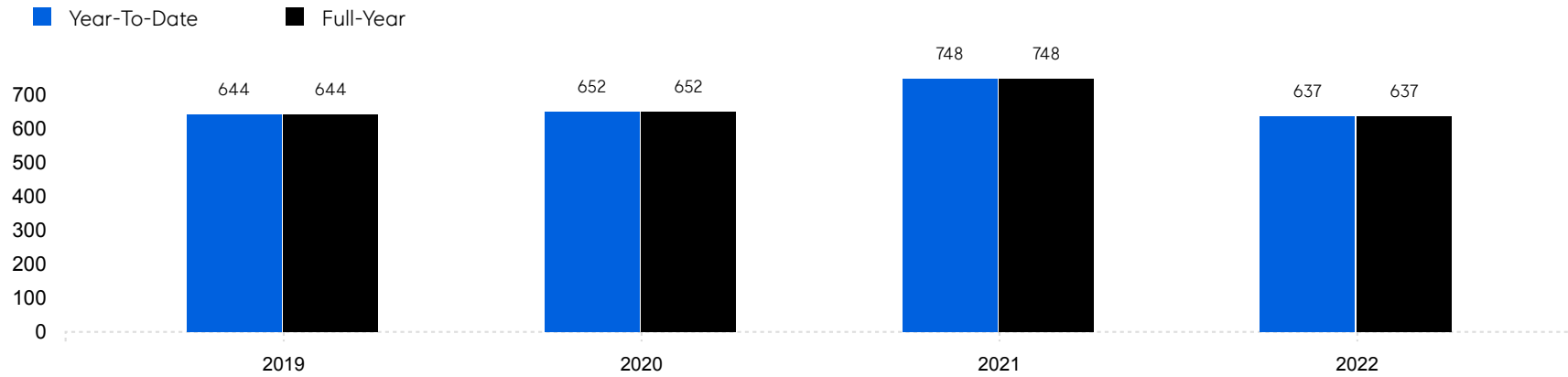


Union

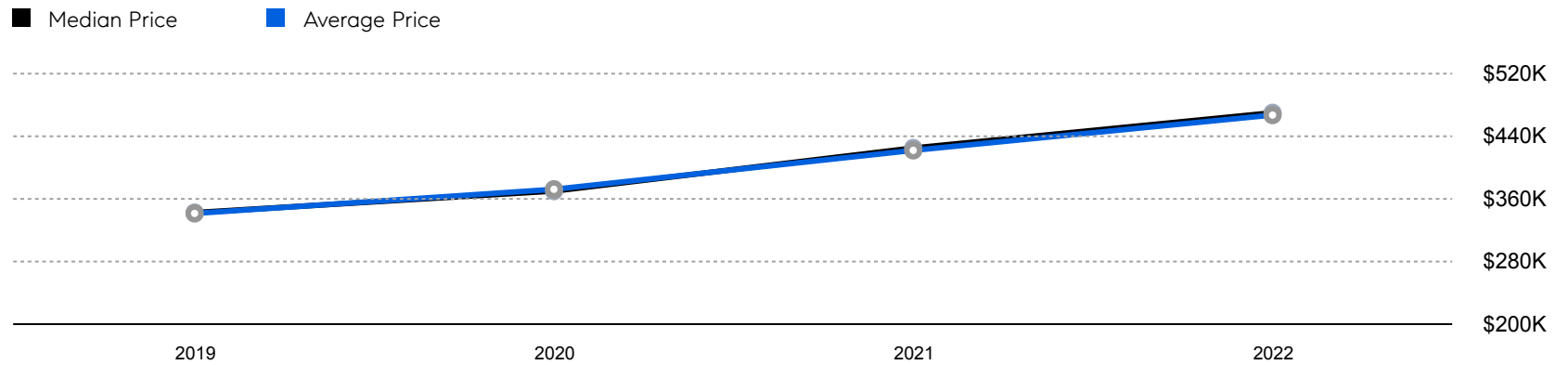
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	642	571	-11.1%
	SALES VOLUME	\$286,198,981	\$278,244,614	-2.8%
	MEDIAN PRICE	\$440,000	\$479,000	8.9%
	AVERAGE PRICE	\$445,793	\$487,294	9.3%
	AVERAGE DOM	31	35	12.9%
	# OF CONTRACTS	644	563	-12.6%
	# NEW LISTINGS	770	585	-24.0%
Condo/Co-op/Townhouse	# OF SALES	106	66	-37.7%
	SALES VOLUME	\$29,450,200	\$19,296,500	-34.5%
	MEDIAN PRICE	\$275,000	\$282,000	2.5%
	AVERAGE PRICE	\$277,832	\$292,371	5.2%
	AVERAGE DOM	35	28	-20.0%
	# OF CONTRACTS	99	66	-33.3%
	# NEW LISTINGS	102	74	-27.5%

Union

Historic Sales



Historic Sales Prices

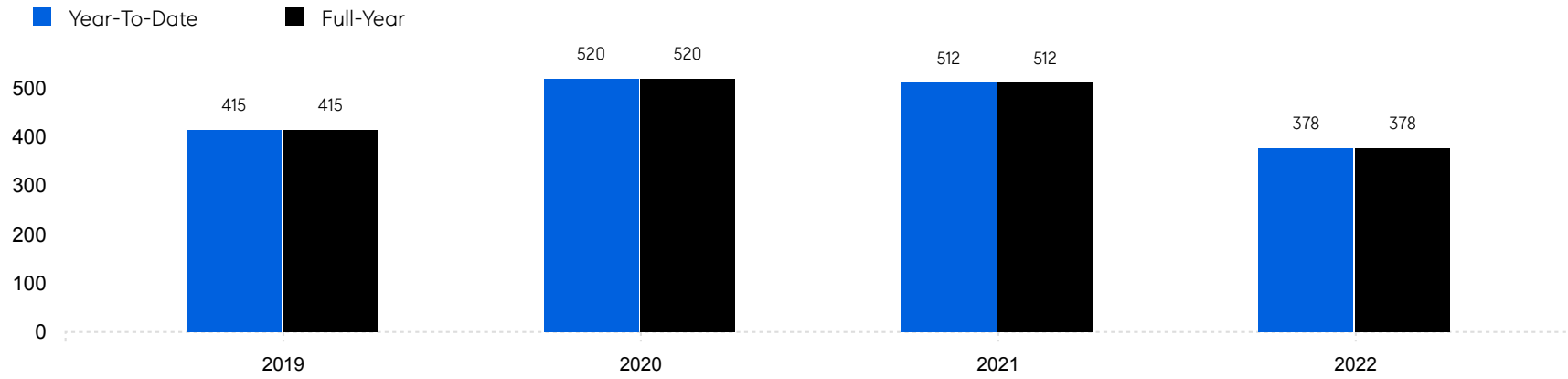


Westfield

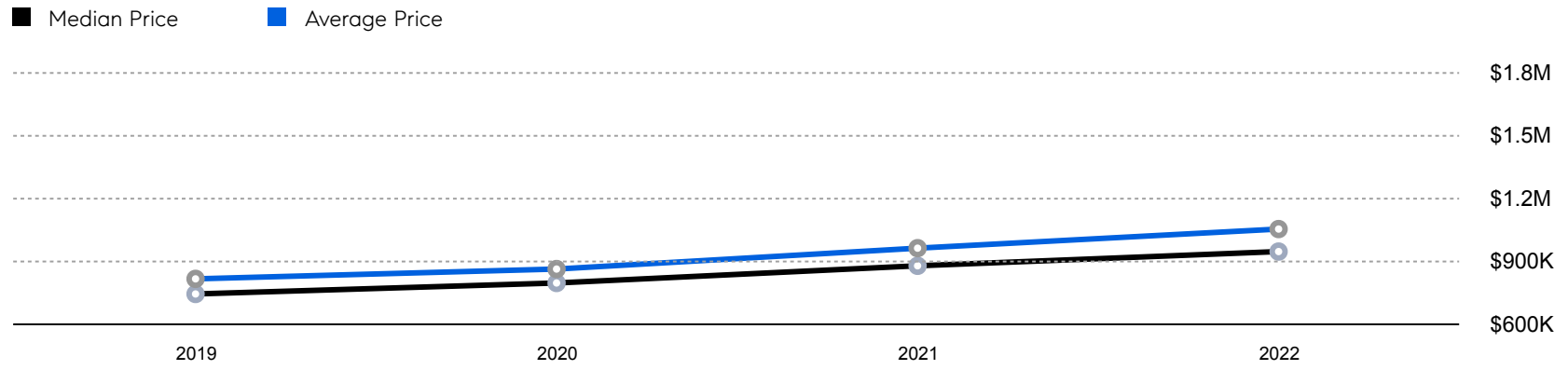
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	476	349	-26.7%
	SALES VOLUME	\$473,101,479	\$385,410,287	-18.5%
	MEDIAN PRICE	\$900,000	\$975,000	8.3%
	AVERAGE PRICE	\$993,911	\$1,104,327	11.1%
	AVERAGE DOM	30	25	-16.7%
	# OF CONTRACTS	452	336	-25.7%
	# NEW LISTINGS	556	361	-35.1%
Condo/Co-op/Townhouse	# OF SALES	36	29	-19.4%
	SALES VOLUME	\$20,294,790	\$13,335,725	-34.3%
	MEDIAN PRICE	\$520,000	\$365,000	-29.8%
	AVERAGE PRICE	\$563,744	\$459,853	-18.4%
	AVERAGE DOM	57	31	-45.6%
	# OF CONTRACTS	31	29	-6.5%
	# NEW LISTINGS	37	30	-18.9%

Westfield

Historic Sales



Historic Sales Prices



COMPASS

Source: Garden State MLS, 01/01/2020 to 12/31/2022
Source: NJMLS, 01/01/2020 to 12/31/2022
Source: Hudson MLS, 01/01/2020 to 12/31/2022

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