

COMPASS

January 2023

Union Market Insights

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JANUARY 2023

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Berkeley Heights

JANUARY 2023

UNDER CONTRACT

9
Total
Properties

\$780K
Average
Price

\$699K
Median
Price

13%
Increase From
Jan 2022

22%
Increase From
Jan 2022

2%
Increase From
Jan 2022

UNITS SOLD

4
Total
Properties

\$670K
Average
Price

\$586K
Median
Price

-43%
Decrease From
Jan 2022

1%
Increase From
Jan 2022

-17%
Decrease From
Jan 2022

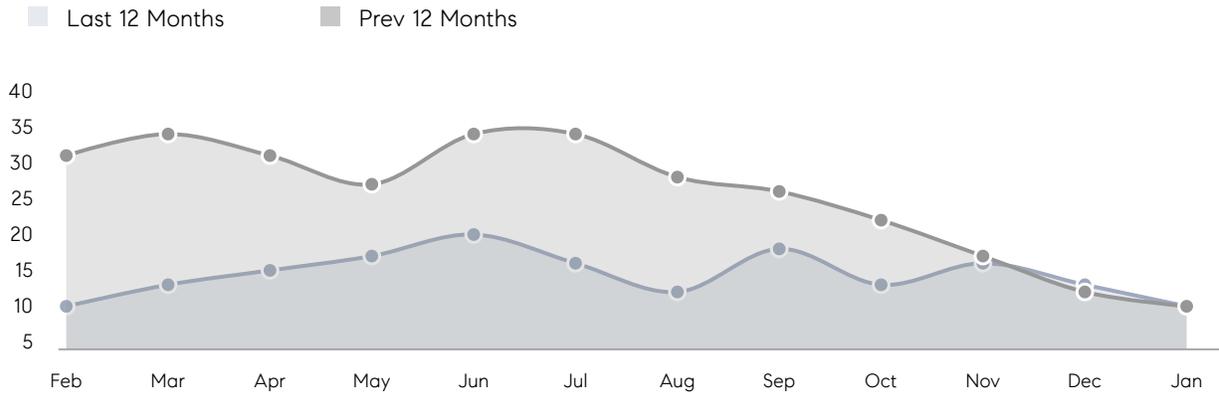
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	43	41	5%
	% OF ASKING PRICE	101%	102%	
	AVERAGE SOLD PRICE	\$670,750	\$661,843	1.3%
	# OF CONTRACTS	9	8	12.5%
	NEW LISTINGS	7	6	17%
Houses	AVERAGE DOM	43	31	39%
	% OF ASKING PRICE	101%	103%	
	AVERAGE SOLD PRICE	\$670,750	\$683,983	-2%
	# OF CONTRACTS	8	7	14%
	NEW LISTINGS	4	6	-33%
Condo/Co-op/TH	AVERAGE DOM	-	96	-
	% OF ASKING PRICE	-	100%	
	AVERAGE SOLD PRICE	-	\$529,000	-
	# OF CONTRACTS	1	1	0%
	NEW LISTINGS	3	0	0%

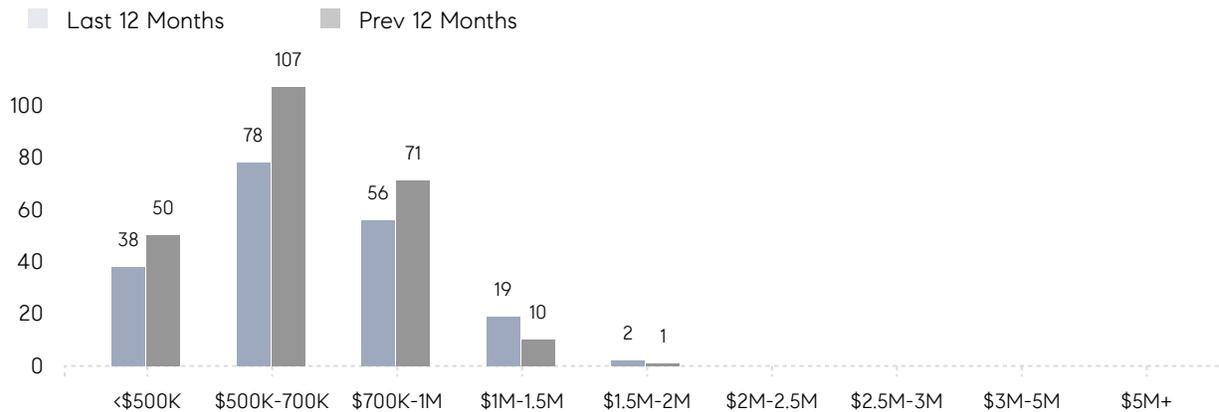
Berkeley Heights

JANUARY 2023

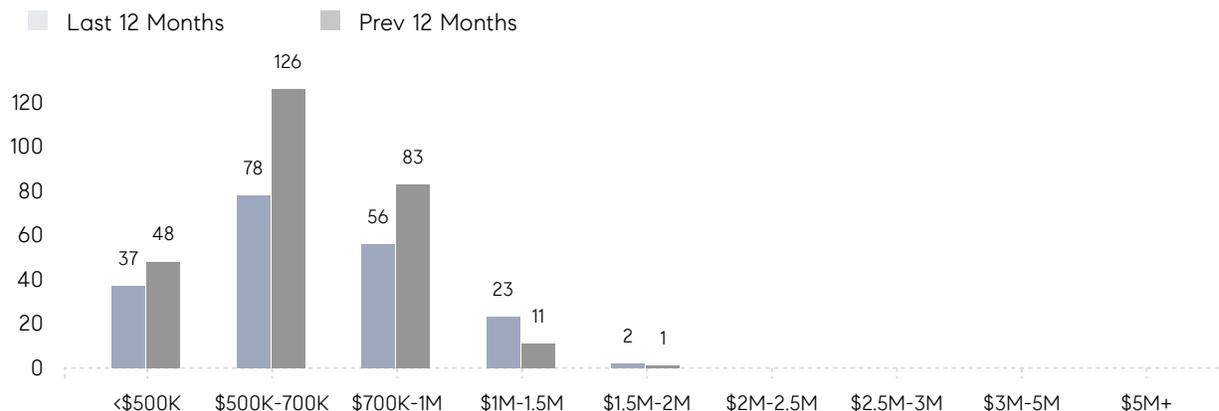
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Clark

JANUARY 2023

UNDER CONTRACT

10
Total
Properties

\$544K
Average
Price

\$619K
Median
Price

11%
Increase From
Jan 2022

-13%
Decrease From
Jan 2022

2%
Increase From
Jan 2022

UNITS SOLD

10
Total
Properties

\$584K
Average
Price

\$503K
Median
Price

-47%
Decrease From
Jan 2022

-3%
Decrease From
Jan 2022

9%
Increase From
Jan 2022

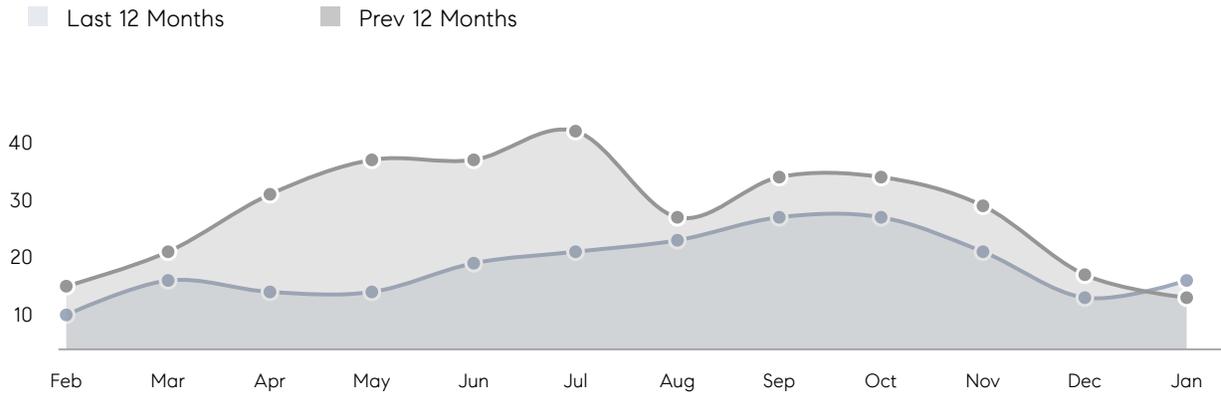
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	55	39	41%
	% OF ASKING PRICE	99%	100%	
	AVERAGE SOLD PRICE	\$584,300	\$602,105	-3.0%
	# OF CONTRACTS	10	9	11.1%
	NEW LISTINGS	15	7	114%
Houses	AVERAGE DOM	47	40	18%
	% OF ASKING PRICE	99%	100%	
	AVERAGE SOLD PRICE	\$647,250	\$689,400	-6%
	# OF CONTRACTS	9	9	0%
	NEW LISTINGS	11	7	57%
Condo/Co-op/TH	AVERAGE DOM	87	32	172%
	% OF ASKING PRICE	100%	99%	
	AVERAGE SOLD PRICE	\$332,500	\$274,750	21%
	# OF CONTRACTS	1	0	0%
	NEW LISTINGS	4	0	0%

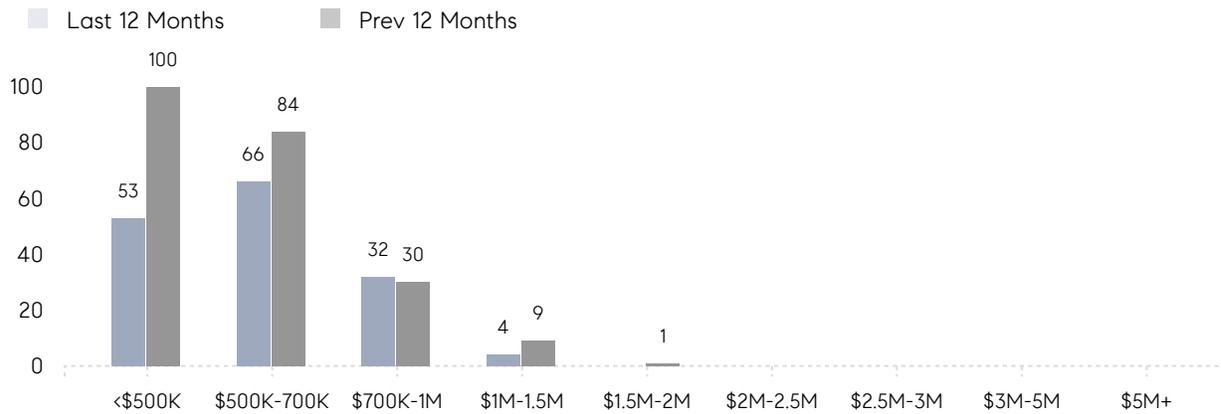
Clark

JANUARY 2023

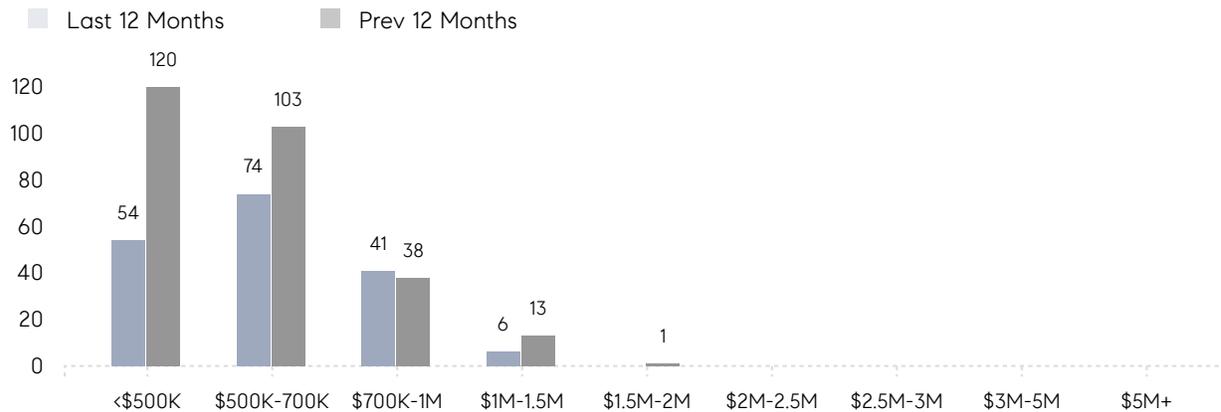
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Cranford

JANUARY 2023

UNDER CONTRACT

12
Total
Properties

\$549K
Average
Price

\$560K
Median
Price

50%
Increase From
Jan 2022

15%
Increase From
Jan 2022

23%
Increase From
Jan 2022

UNITS SOLD

9
Total
Properties

\$574K
Average
Price

\$619K
Median
Price

-18%
Decrease From
Jan 2022

-3%
Decrease From
Jan 2022

-7%
Decrease From
Jan 2022

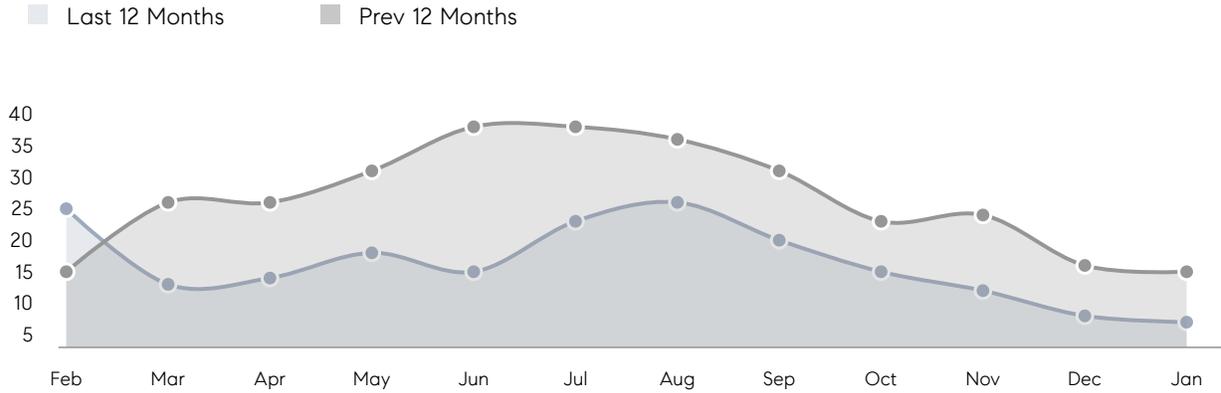
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	31	37	-16%
	% OF ASKING PRICE	102%	99%	
	AVERAGE SOLD PRICE	\$574,791	\$594,000	-3.2%
	# OF CONTRACTS	12	8	50.0%
	NEW LISTINGS	13	14	-7%
Houses	AVERAGE DOM	26	39	-33%
	% OF ASKING PRICE	103%	98%	
	AVERAGE SOLD PRICE	\$655,874	\$624,900	5%
	# OF CONTRACTS	9	6	50%
	NEW LISTINGS	10	13	-23%
Condo/Co-op/TH	AVERAGE DOM	52	12	333%
	% OF ASKING PRICE	98%	106%	
	AVERAGE SOLD PRICE	\$291,000	\$285,000	2%
	# OF CONTRACTS	3	2	50%
	NEW LISTINGS	3	1	200%

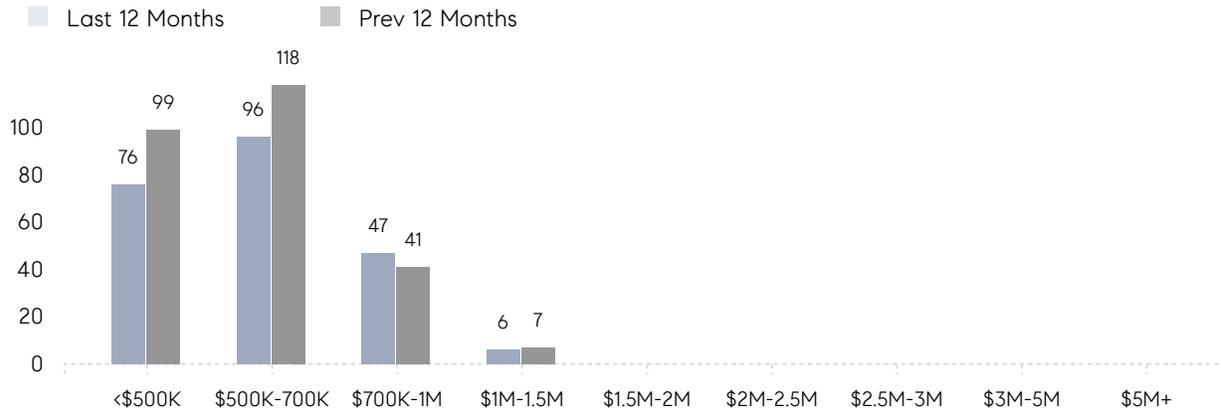
Cranford

JANUARY 2023

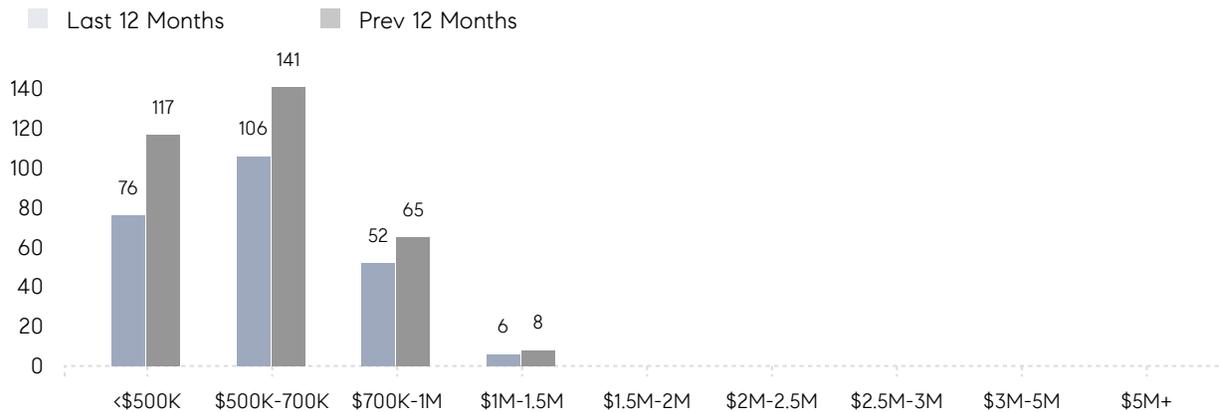
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Elizabeth

JANUARY 2023

UNDER CONTRACT

21
Total
Properties

\$439K
Average
Price

\$450K
Median
Price

11%
Increase From
Jan 2022

20%
Increase From
Jan 2022

16%
Increase From
Jan 2022

UNITS SOLD

13
Total
Properties

\$401K
Average
Price

\$330K
Median
Price

-67%
Decrease From
Jan 2022

8%
Increase From
Jan 2022

-14%
Decrease From
Jan 2022

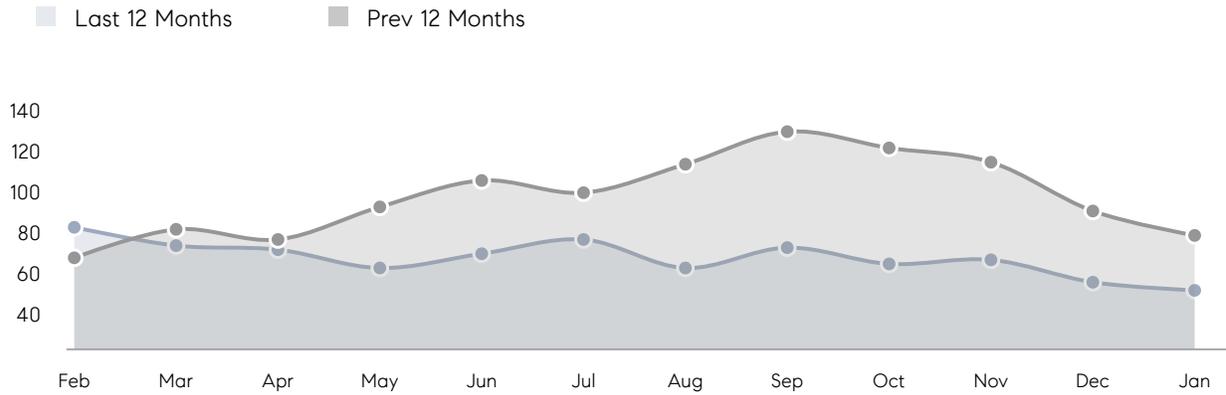
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	60	41	46%
	% OF ASKING PRICE	97%	101%	
	AVERAGE SOLD PRICE	\$401,846	\$373,175	7.7%
	# OF CONTRACTS	21	19	10.5%
	NEW LISTINGS	22	27	-19%
Houses	AVERAGE DOM	61	37	65%
	% OF ASKING PRICE	95%	102%	
	AVERAGE SOLD PRICE	\$431,000	\$403,848	7%
	# OF CONTRACTS	19	14	36%
	NEW LISTINGS	18	20	-10%
Condo/Co-op/TH	AVERAGE DOM	57	63	-10%
	% OF ASKING PRICE	106%	100%	
	AVERAGE SOLD PRICE	\$304,667	\$228,571	33%
	# OF CONTRACTS	2	5	-60%
	NEW LISTINGS	4	7	-43%

Elizabeth

JANUARY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Fanwood

JANUARY 2023

UNDER CONTRACT

7
Total
Properties

\$704K
Average
Price

\$599K
Median
Price

133%
Increase From
Jan 2022

18%
Increase From
Jan 2022

-
Change From
Jan 2022

UNITS SOLD

6
Total
Properties

\$607K
Average
Price

\$579K
Median
Price

-40%
Decrease From
Jan 2022

9%
Increase From
Jan 2022

2%
Increase From
Jan 2022

Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	21	21	0%
	% OF ASKING PRICE	102%	100%	
	AVERAGE SOLD PRICE	\$607,150	\$558,625	8.7%
	# OF CONTRACTS	7	3	133.3%
	NEW LISTINGS	6	5	20%
Houses	AVERAGE DOM	21	21	0%
	% OF ASKING PRICE	102%	100%	
	AVERAGE SOLD PRICE	\$607,150	\$558,625	9%
	# OF CONTRACTS	7	3	133%
	NEW LISTINGS	6	5	20%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

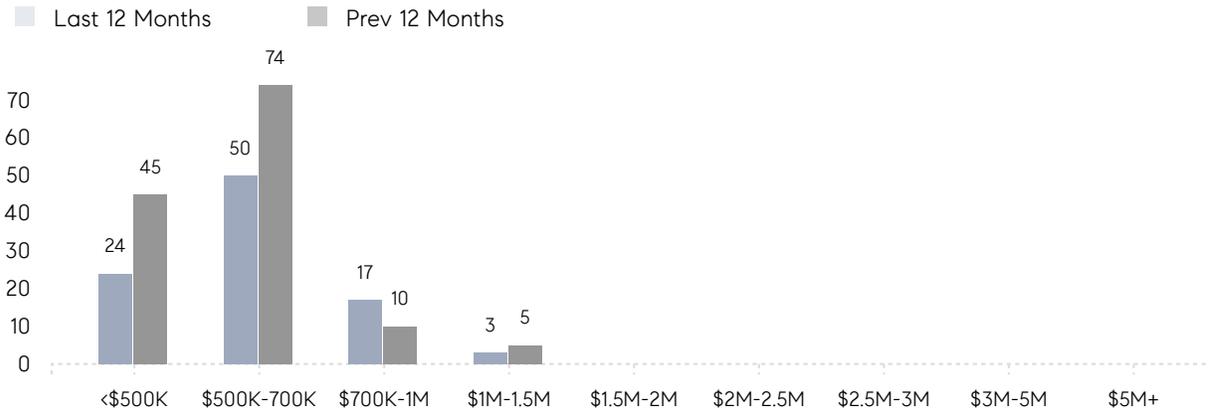
Fanwood

JANUARY 2023

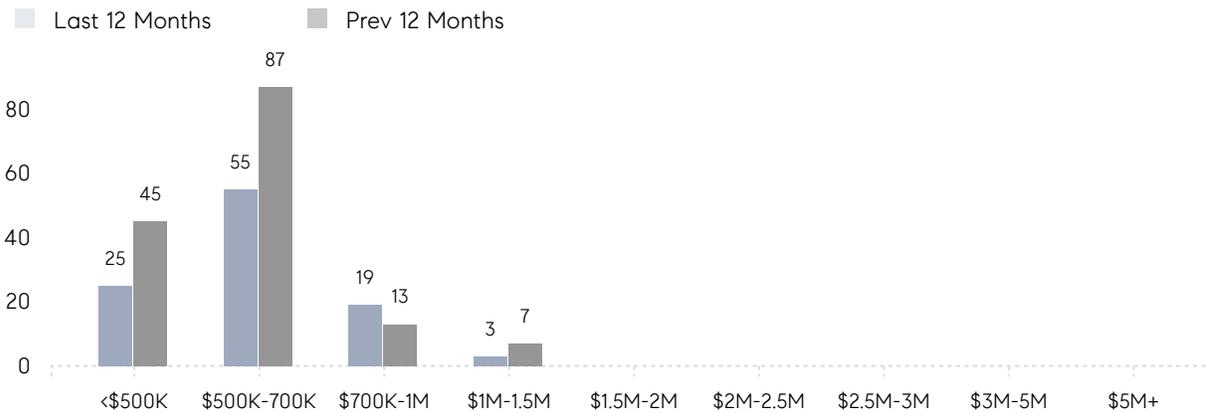
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Garwood

JANUARY 2023

UNDER CONTRACT

1	\$459K	\$459K
Total Properties	Average Price	Median Price
-50%	-3%	-3%
Decrease From Jan 2022	Decrease From Jan 2022	Decrease From Jan 2022

UNITS SOLD

1	\$500K	\$500K
Total Properties	Average Price	Median Price
-50%	-27%	-27%
Decrease From Jan 2022	Decrease From Jan 2022	Decrease From Jan 2022

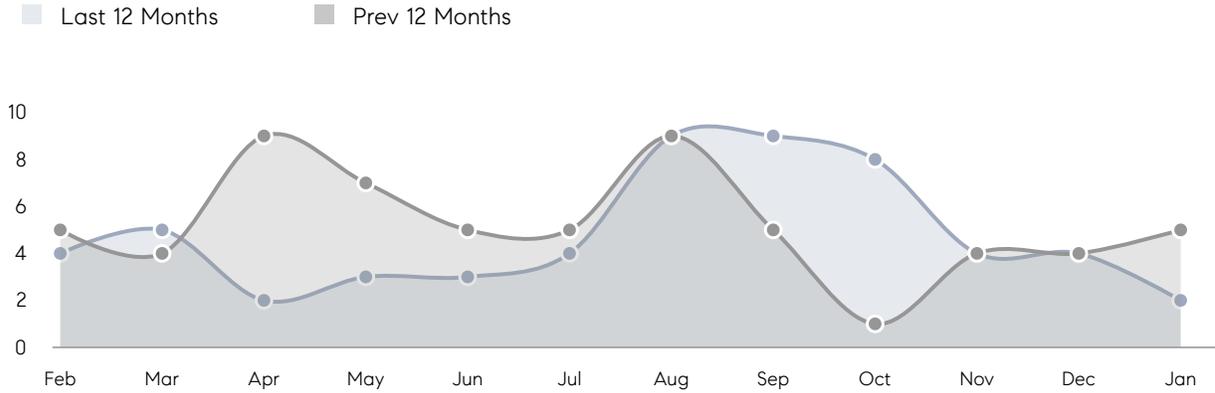
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	54	8	575%
	% OF ASKING PRICE	96%	105%	
	AVERAGE SOLD PRICE	\$500,000	\$682,000	-26.7%
	# OF CONTRACTS	1	2	-50.0%
	NEW LISTINGS	2	3	-33%
Houses	AVERAGE DOM	54	8	575%
	% OF ASKING PRICE	96%	105%	
	AVERAGE SOLD PRICE	\$500,000	\$682,000	-27%
	# OF CONTRACTS	1	2	-50%
	NEW LISTINGS	2	3	-33%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

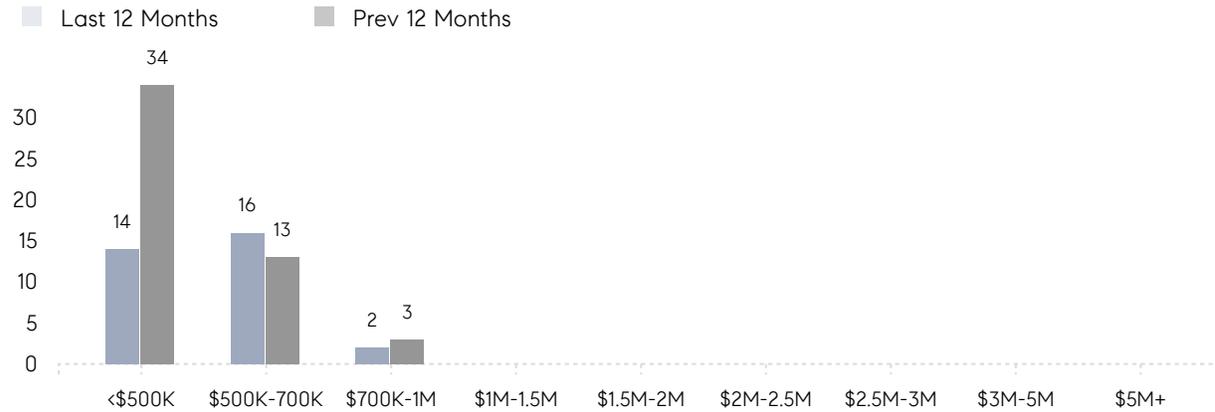
Garwood

JANUARY 2023

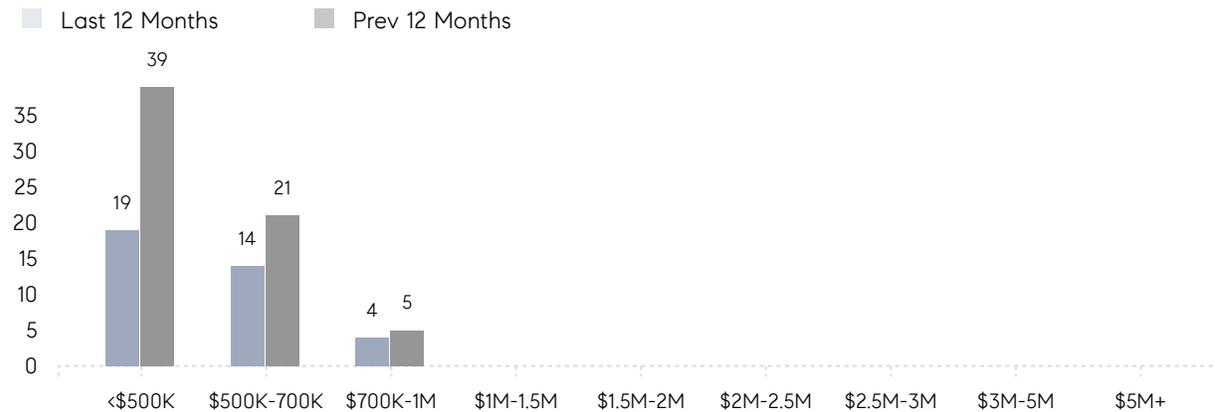
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Hillside

JANUARY 2023

UNDER CONTRACT

12
Total
Properties

\$431K
Average
Price

\$439K
Median
Price

9%
Increase From
Jan 2022

7%
Increase From
Jan 2022

17%
Increase From
Jan 2022

UNITS SOLD

14
Total
Properties

\$435K
Average
Price

\$430K
Median
Price

27%
Increase From
Jan 2022

13%
Increase From
Jan 2022

13%
Increase From
Jan 2022

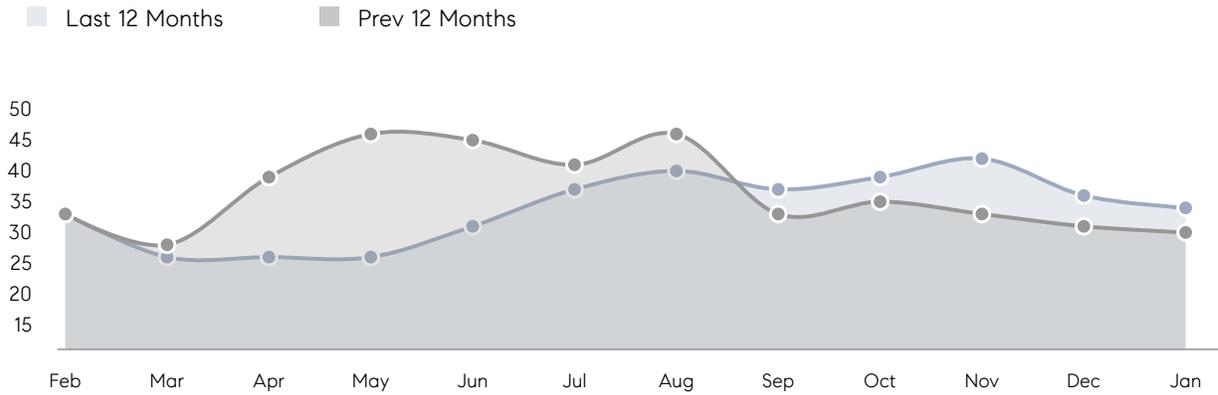
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	29	48	-40%
	% OF ASKING PRICE	103%	102%	
	AVERAGE SOLD PRICE	\$435,071	\$384,545	13.1%
	# OF CONTRACTS	12	11	9.1%
	NEW LISTINGS	15	16	-6%
Houses	AVERAGE DOM	24	48	-50%
	% OF ASKING PRICE	105%	102%	
	AVERAGE SOLD PRICE	\$455,462	\$384,545	18%
	# OF CONTRACTS	12	11	9%
	NEW LISTINGS	15	16	-6%
Condo/Co-op/TH	AVERAGE DOM	84	-	-
	% OF ASKING PRICE	85%	-	
	AVERAGE SOLD PRICE	\$170,000	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

Hillside

JANUARY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Kenilworth

JANUARY 2023

UNDER CONTRACT

4
Total
Properties

\$505K
Average
Price

\$479K
Median
Price

100%
Increase From
Jan 2022

27%
Increase From
Jan 2022

20%
Increase From
Jan 2022

UNITS SOLD

7
Total
Properties

\$417K
Average
Price

\$410K
Median
Price

-12%
Decrease From
Jan 2022

-21%
Decrease From
Jan 2022

-19%
Decrease From
Jan 2022

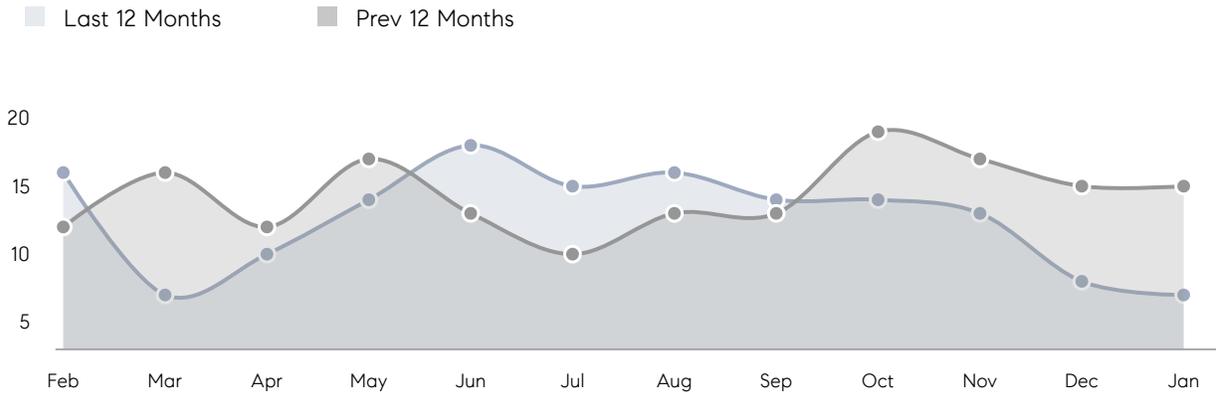
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	39	15	160%
	% OF ASKING PRICE	100%	101%	
	AVERAGE SOLD PRICE	\$417,500	\$526,125	-20.6%
	# OF CONTRACTS	4	2	100.0%
	NEW LISTINGS	4	2	100%
Houses	AVERAGE DOM	39	15	160%
	% OF ASKING PRICE	100%	101%	
	AVERAGE SOLD PRICE	\$417,500	\$526,125	-21%
	# OF CONTRACTS	4	2	100%
	NEW LISTINGS	4	2	100%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

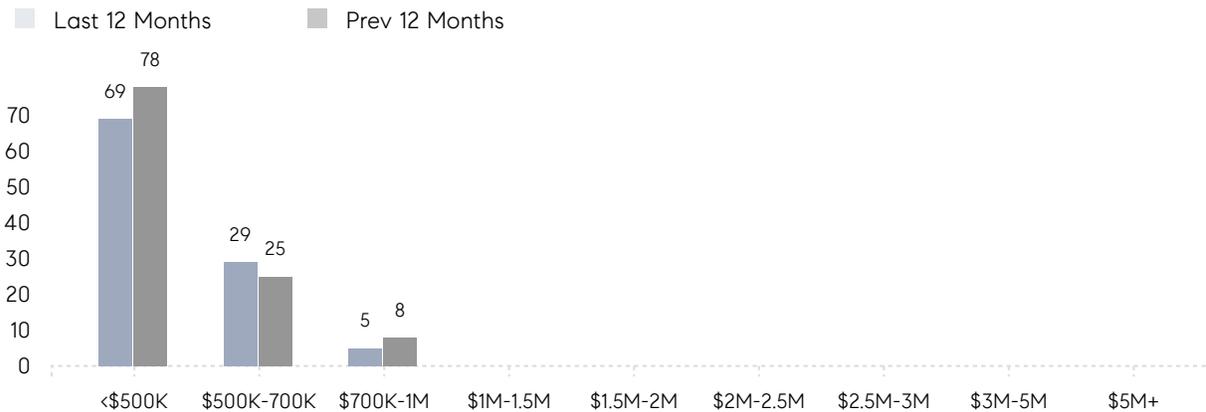
Kenilworth

JANUARY 2023

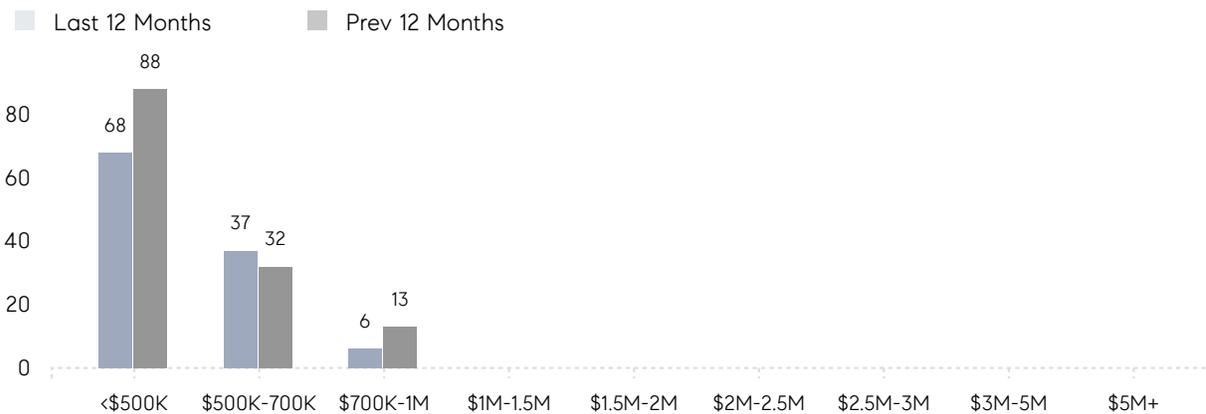
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Linden

JANUARY 2023

UNDER CONTRACT

9	\$410K	\$389K
Total Properties	Average Price	Median Price
-55%	1%	-4%
Decrease From Jan 2022	Change From Jan 2022	Decrease From Jan 2022

UNITS SOLD

17	\$506K	\$540K
Total Properties	Average Price	Median Price
-23%	36%	45%
Decrease From Jan 2022	Increase From Jan 2022	Increase From Jan 2022

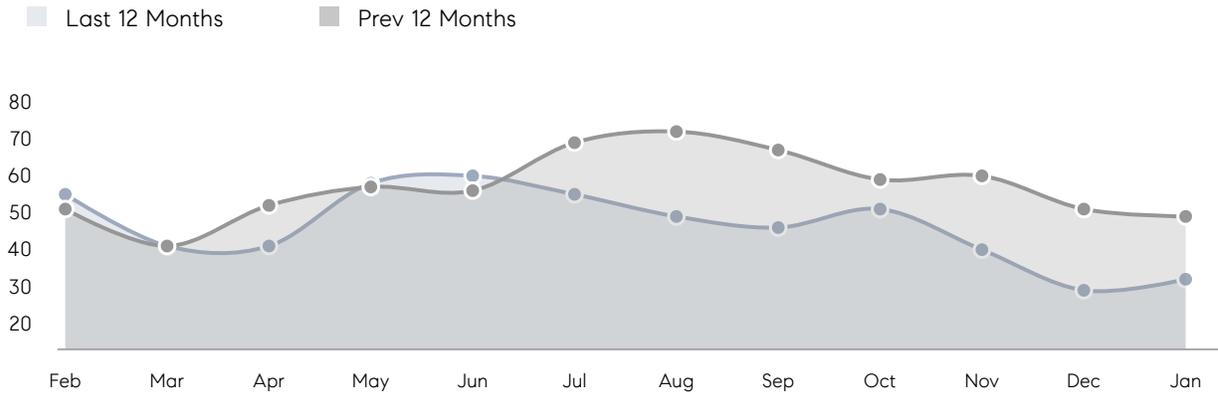
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	42	51	-18%
	% OF ASKING PRICE	102%	103%	
	AVERAGE SOLD PRICE	\$506,147	\$371,086	36.4%
	# OF CONTRACTS	9	20	-55.0%
	NEW LISTINGS	21	21	0%
Houses	AVERAGE DOM	42	49	-14%
	% OF ASKING PRICE	102%	105%	
	AVERAGE SOLD PRICE	\$506,147	\$416,717	21%
	# OF CONTRACTS	6	18	-67%
	NEW LISTINGS	20	19	5%
Condo/Co-op/TH	AVERAGE DOM	-	61	-
	% OF ASKING PRICE	-	98%	
	AVERAGE SOLD PRICE	-	\$165,750	-
	# OF CONTRACTS	3	2	50%
	NEW LISTINGS	1	2	-50%

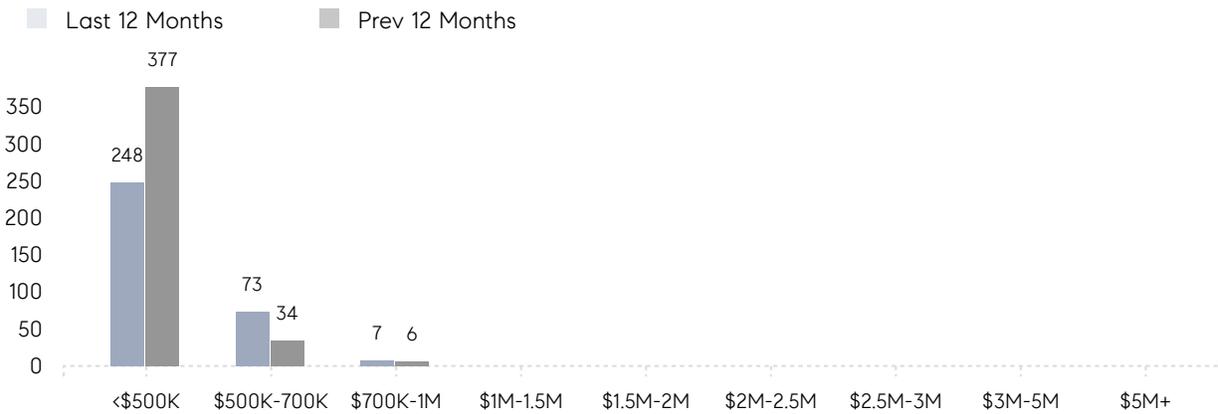
Linden

JANUARY 2023

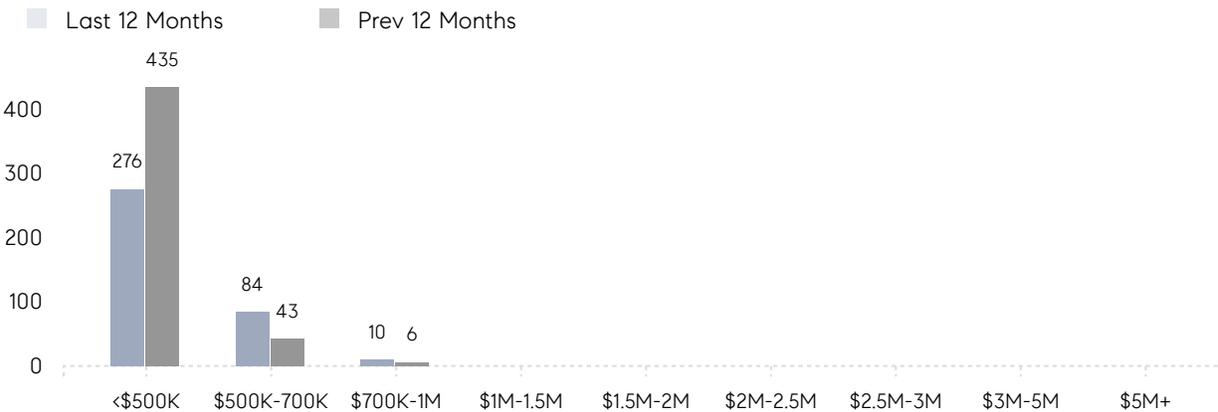
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Mountainside

JANUARY 2023

UNDER CONTRACT

2	\$775K	\$775K
Total Properties	Average Price	Median Price
-71%	-11%	-13%
Decrease From Jan 2022	Decrease From Jan 2022	Decrease From Jan 2022

UNITS SOLD

1	\$700K	\$700K
Total Properties	Average Price	Median Price
-80%	-14%	-1%
Decrease From Jan 2022	Decrease From Jan 2022	Change From Jan 2022

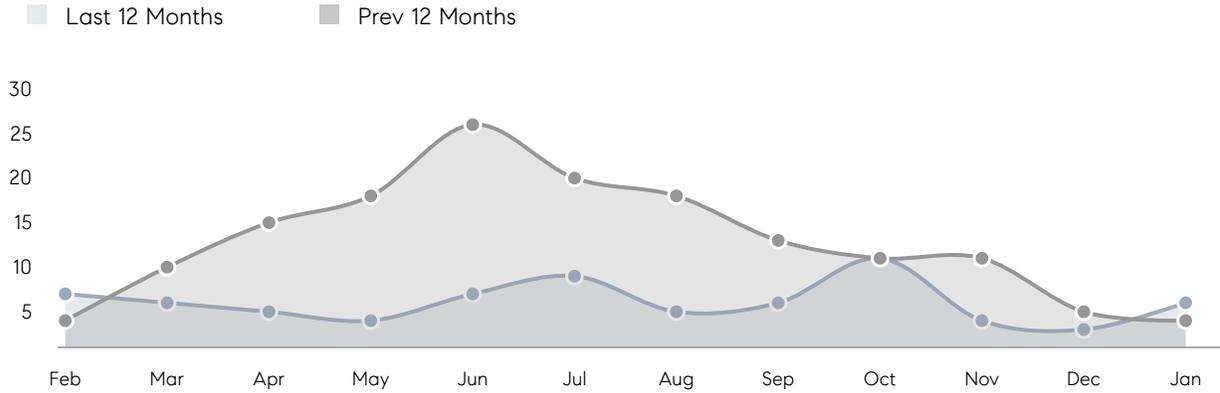
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	61	30	103%
	% OF ASKING PRICE	100%	101%	
	AVERAGE SOLD PRICE	\$700,000	\$810,200	-13.6%
	# OF CONTRACTS	2	7	-71.4%
	NEW LISTINGS	5	6	-17%
Houses	AVERAGE DOM	61	30	103%
	% OF ASKING PRICE	100%	101%	
	AVERAGE SOLD PRICE	\$700,000	\$810,200	-14%
	# OF CONTRACTS	1	7	-86%
	NEW LISTINGS	4	6	-33%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	1	0	0%
	NEW LISTINGS	1	0	0%

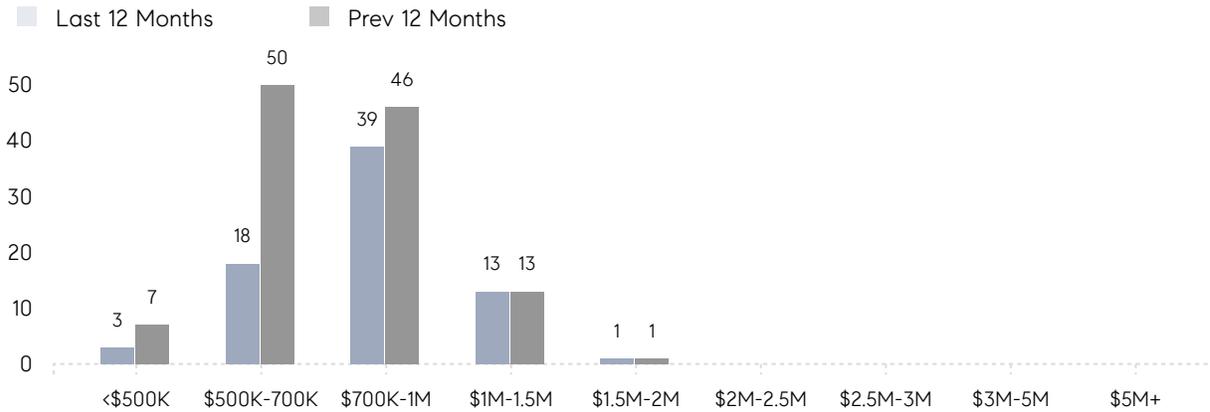
Mountainside

JANUARY 2023

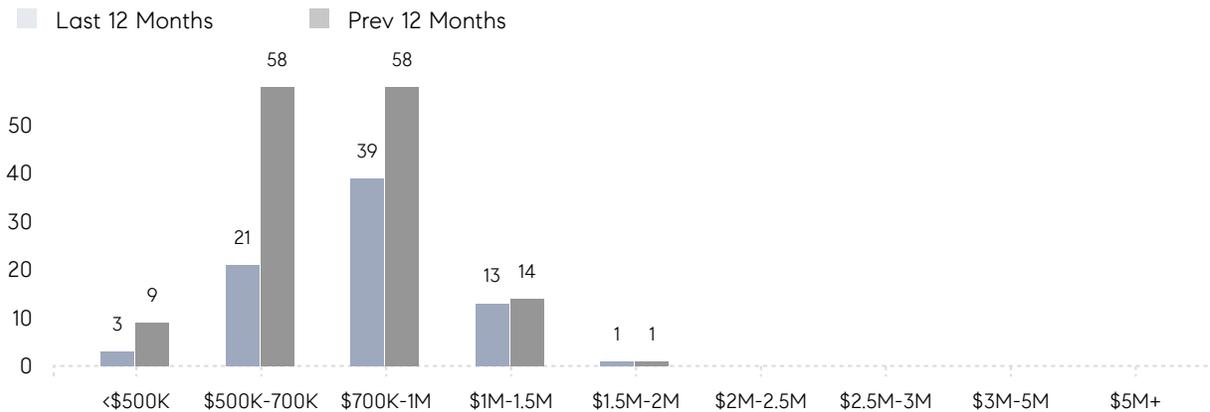
Monthly Inventory



Contracts By Price Range



Listings By Price Range



New Providence

JANUARY 2023

UNDER CONTRACT

5
Total
Properties

\$999K
Average
Price

\$999K
Median
Price

-55%
Decrease From
Jan 2022

13%
Increase From
Jan 2022

18%
Increase From
Jan 2022

UNITS SOLD

7
Total
Properties

\$758K
Average
Price

\$836K
Median
Price

-42%
Decrease From
Jan 2022

17%
Increase From
Jan 2022

23%
Increase From
Jan 2022

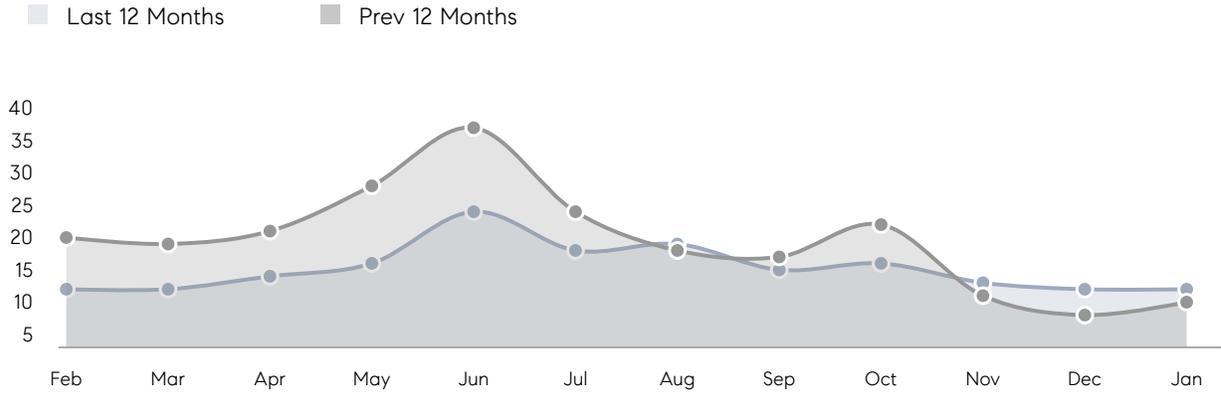
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	38	25	52%
	% OF ASKING PRICE	97%	102%	
	AVERAGE SOLD PRICE	\$758,571	\$645,625	17.5%
	# OF CONTRACTS	5	11	-54.5%
	NEW LISTINGS	5	13	-62%
Houses	AVERAGE DOM	31	24	29%
	% OF ASKING PRICE	97%	102%	
	AVERAGE SOLD PRICE	\$770,833	\$662,045	16%
	# OF CONTRACTS	2	10	-80%
	NEW LISTINGS	5	13	-62%
Condo/Co-op/TH	AVERAGE DOM	81	41	98%
	% OF ASKING PRICE	98%	97%	
	AVERAGE SOLD PRICE	\$685,000	\$465,000	47%
	# OF CONTRACTS	3	1	200%
	NEW LISTINGS	0	0	0%

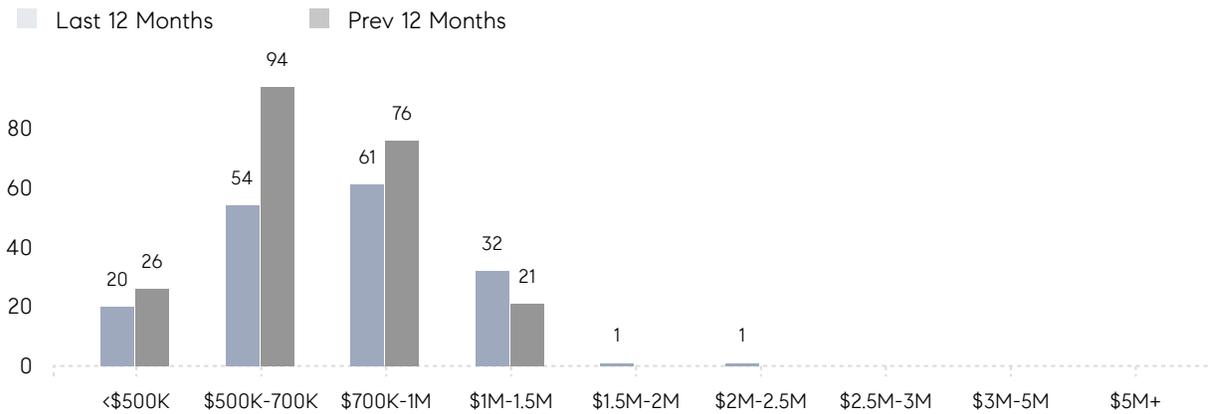
New Providence

JANUARY 2023

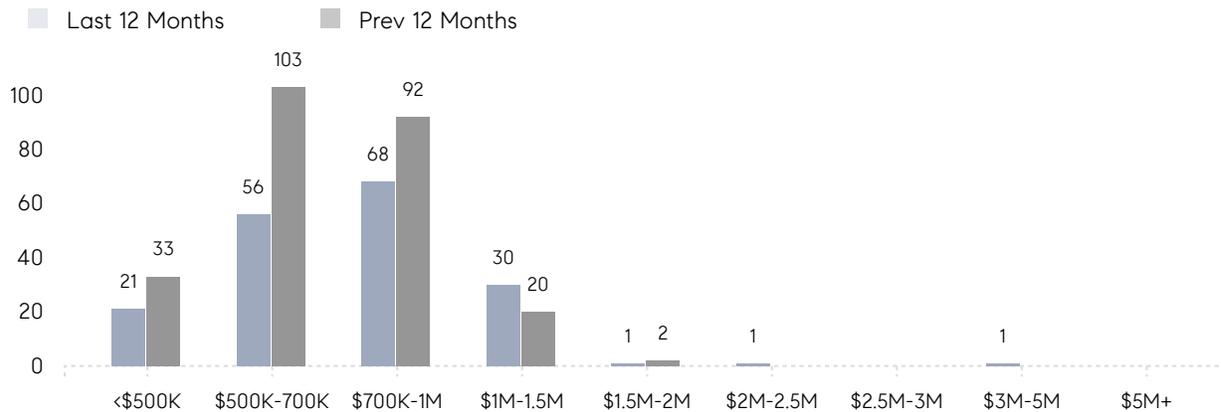
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Plainfield

JANUARY 2023

UNDER CONTRACT

21
Total
Properties

\$418K
Average
Price

\$409K
Median
Price

-32%
Decrease From
Jan 2022

11%
Increase From
Jan 2022

9%
Increase From
Jan 2022

UNITS SOLD

24
Total
Properties

\$400K
Average
Price

\$402K
Median
Price

-14%
Decrease From
Jan 2022

9%
Increase From
Jan 2022

5%
Increase From
Jan 2022

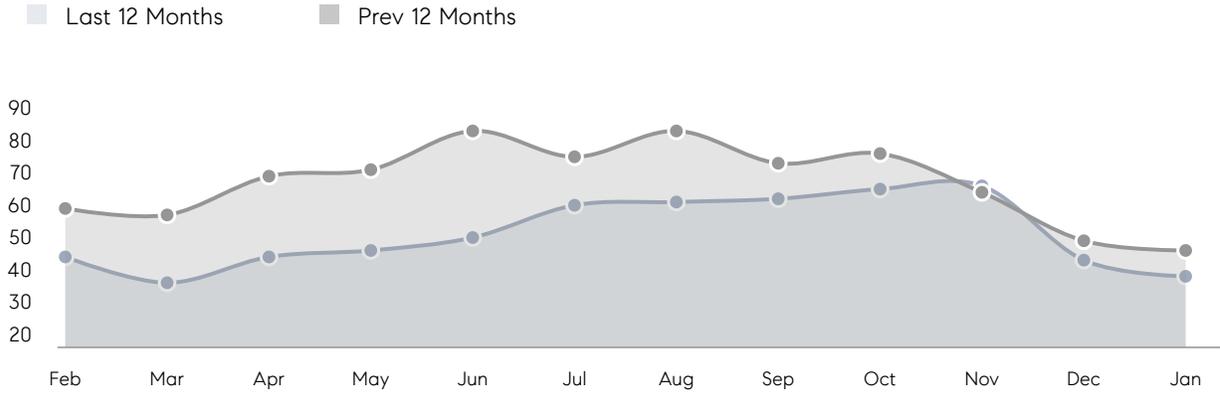
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	56	42	33%
	% OF ASKING PRICE	101%	99%	
	AVERAGE SOLD PRICE	\$400,840	\$366,544	9.4%
	# OF CONTRACTS	21	31	-32.3%
	NEW LISTINGS	23	33	-30%
Houses	AVERAGE DOM	56	44	27%
	% OF ASKING PRICE	101%	99%	
	AVERAGE SOLD PRICE	\$400,840	\$372,527	8%
	# OF CONTRACTS	21	30	-30%
	NEW LISTINGS	22	32	-31%
Condo/Co-op/TH	AVERAGE DOM	-	0	-
	% OF ASKING PRICE	-	100%	
	AVERAGE SOLD PRICE	-	\$205,000	-
	# OF CONTRACTS	0	1	0%
	NEW LISTINGS	1	1	0%

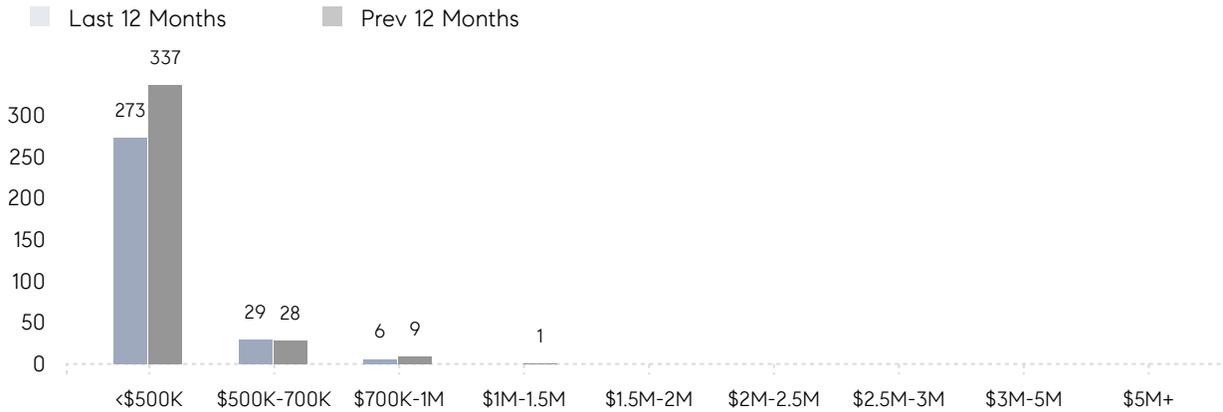
Plainfield

JANUARY 2023

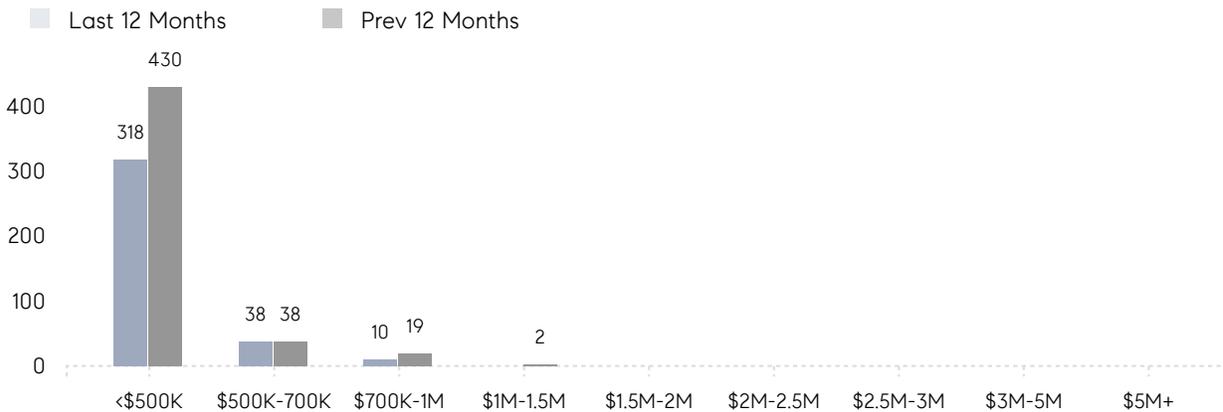
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Rahway

JANUARY 2023

UNDER CONTRACT

14
Total
Properties

\$410K
Average
Price

\$392K
Median
Price

-53%
Decrease From
Jan 2022

12%
Increase From
Jan 2022

6%
Increase From
Jan 2022

UNITS SOLD

13
Total
Properties

\$424K
Average
Price

\$425K
Median
Price

-63%
Decrease From
Jan 2022

14%
Increase From
Jan 2022

12%
Increase From
Jan 2022

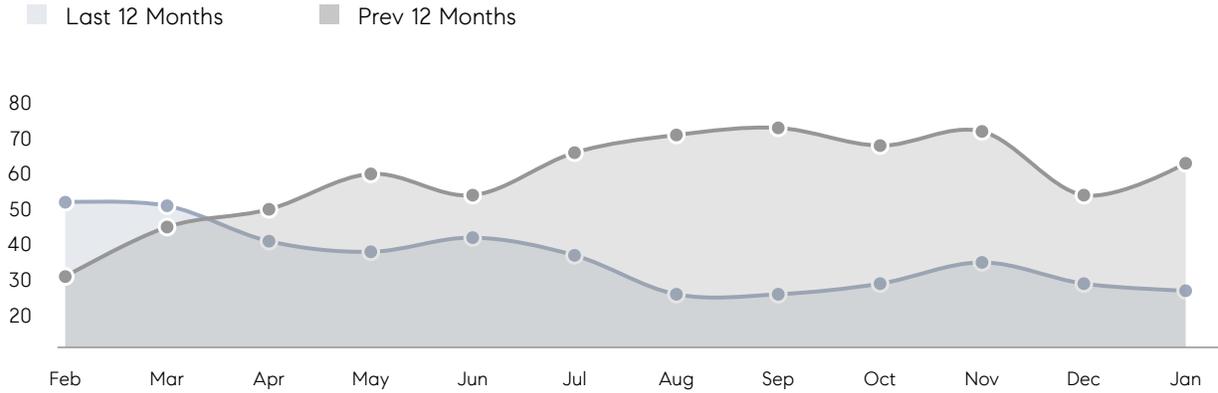
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	43	49	-12%
	% OF ASKING PRICE	103%	102%	
	AVERAGE SOLD PRICE	\$424,185	\$373,711	13.5%
	# OF CONTRACTS	14	30	-53.3%
	NEW LISTINGS	16	49	-67%
Houses	AVERAGE DOM	43	55	-22%
	% OF ASKING PRICE	103%	103%	
	AVERAGE SOLD PRICE	\$424,185	\$380,097	12%
	# OF CONTRACTS	13	21	-38%
	NEW LISTINGS	12	37	-68%
Condo/Co-op/TH	AVERAGE DOM	-	13	-
	% OF ASKING PRICE	-	100%	
	AVERAGE SOLD PRICE	-	\$335,400	-
	# OF CONTRACTS	1	9	-89%
	NEW LISTINGS	4	12	-67%

Rahway

JANUARY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Roselle

JANUARY 2023

UNDER CONTRACT

16
Total
Properties

\$337K
Average
Price

\$380K
Median
Price

-6%
Decrease From
Jan 2022

-6%
Decrease From
Jan 2022

6%
Increase From
Jan 2022

UNITS SOLD

14
Total
Properties

\$413K
Average
Price

\$441K
Median
Price

-44%
Decrease From
Jan 2022

32%
Increase From
Jan 2022

21%
Increase From
Jan 2022

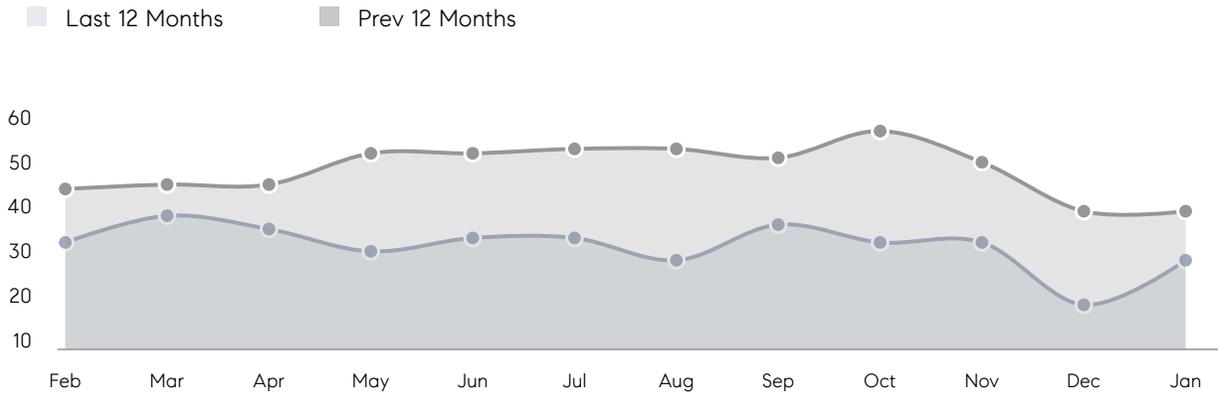
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	46	50	-8%
	% OF ASKING PRICE	105%	102%	
	AVERAGE SOLD PRICE	\$413,893	\$313,672	32.0%
	# OF CONTRACTS	16	17	-5.9%
	NEW LISTINGS	29	21	38%
Houses	AVERAGE DOM	48	48	0%
	% OF ASKING PRICE	105%	103%	
	AVERAGE SOLD PRICE	\$441,375	\$364,995	21%
	# OF CONTRACTS	13	16	-19%
	NEW LISTINGS	23	19	21%
Condo/Co-op/TH	AVERAGE DOM	37	58	-36%
	% OF ASKING PRICE	100%	100%	
	AVERAGE SOLD PRICE	\$249,000	\$151,150	65%
	# OF CONTRACTS	3	1	200%
	NEW LISTINGS	6	2	200%

Roselle

JANUARY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Roselle Park

JANUARY 2023

UNDER CONTRACT

4
Total
Properties

\$463K
Average
Price

\$457K
Median
Price

-50%
Decrease From
Jan 2022

8%
Increase From
Jan 2022

11%
Increase From
Jan 2022

UNITS SOLD

5
Total
Properties

\$503K
Average
Price

\$525K
Median
Price

-55%
Decrease From
Jan 2022

13%
Increase From
Jan 2022

13%
Increase From
Jan 2022

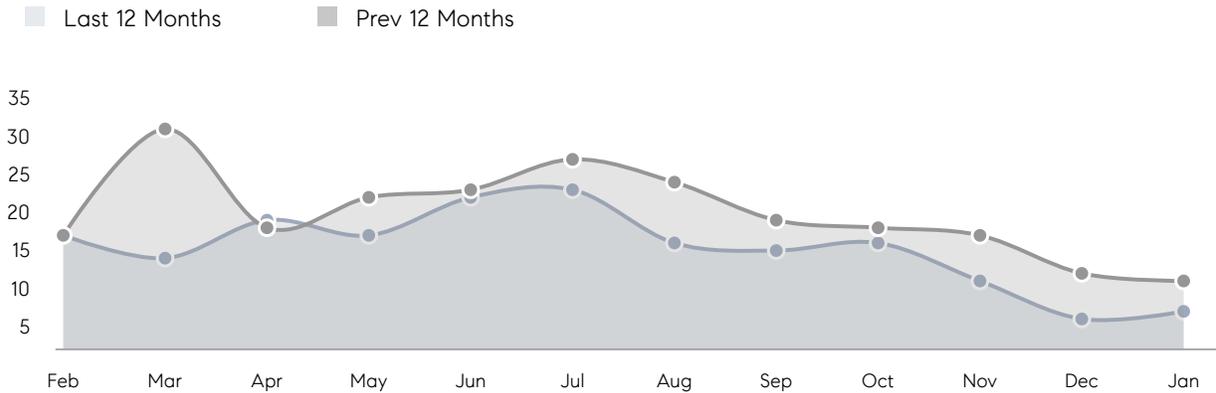
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	59	28	111%
	% OF ASKING PRICE	100%	103%	
	AVERAGE SOLD PRICE	\$503,000	\$443,718	13.4%
	# OF CONTRACTS	4	8	-50.0%
	NEW LISTINGS	7	8	-12%
Houses	AVERAGE DOM	59	28	111%
	% OF ASKING PRICE	100%	103%	
	AVERAGE SOLD PRICE	\$503,000	\$460,590	9%
	# OF CONTRACTS	4	7	-43%
	NEW LISTINGS	7	7	0%
Condo/Co-op/TH	AVERAGE DOM	-	28	-
	% OF ASKING PRICE	-	100%	
	AVERAGE SOLD PRICE	-	\$275,000	-
	# OF CONTRACTS	0	1	0%
	NEW LISTINGS	0	1	0%

Roselle Park

JANUARY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Scotch Plains

JANUARY 2023

UNDER CONTRACT

12
Total
Properties

\$859K
Average
Price

\$699K
Median
Price

-29%
Decrease From
Jan 2022

23%
Increase From
Jan 2022

0%
Change From
Jan 2022

UNITS SOLD

17
Total
Properties

\$756K
Average
Price

\$625K
Median
Price

55%
Increase From
Jan 2022

17%
Increase From
Jan 2022

11%
Increase From
Jan 2022

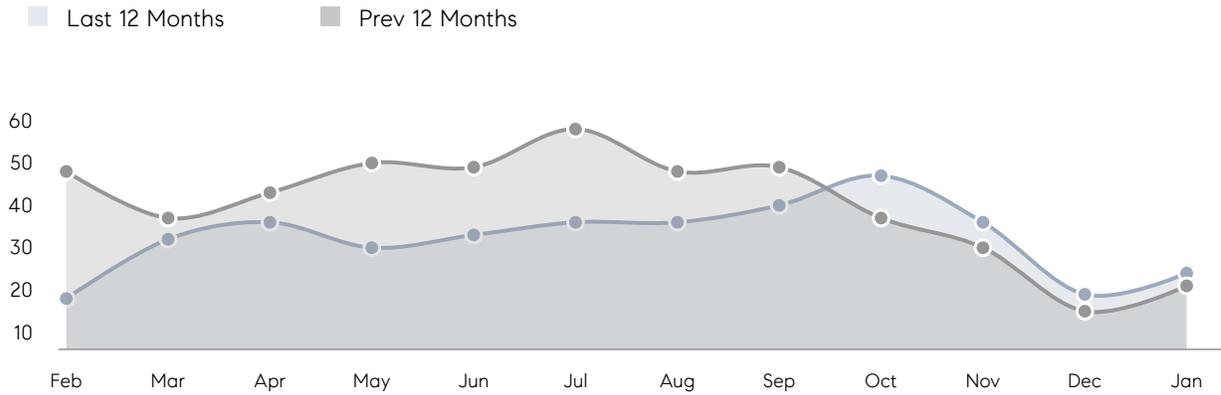
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	53	30	77%
	% OF ASKING PRICE	98%	100%	
	AVERAGE SOLD PRICE	\$756,588	\$649,000	16.6%
	# OF CONTRACTS	12	17	-29.4%
	NEW LISTINGS	18	24	-25%
Houses	AVERAGE DOM	55	29	90%
	% OF ASKING PRICE	98%	101%	
	AVERAGE SOLD PRICE	\$796,800	\$668,900	19%
	# OF CONTRACTS	9	16	-44%
	NEW LISTINGS	14	22	-36%
Condo/Co-op/TH	AVERAGE DOM	32	41	-22%
	% OF ASKING PRICE	101%	98%	
	AVERAGE SOLD PRICE	\$455,000	\$450,000	1%
	# OF CONTRACTS	3	1	200%
	NEW LISTINGS	4	2	100%

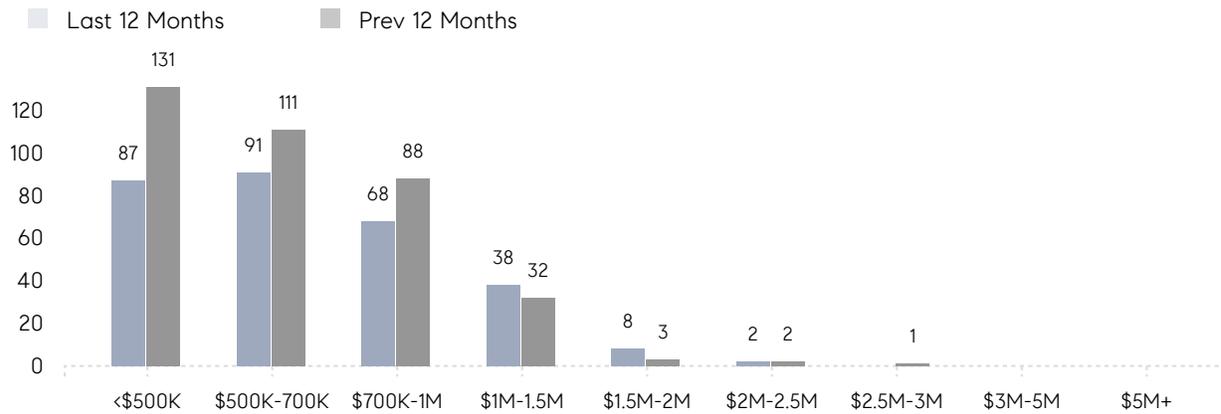
Scotch Plains

JANUARY 2023

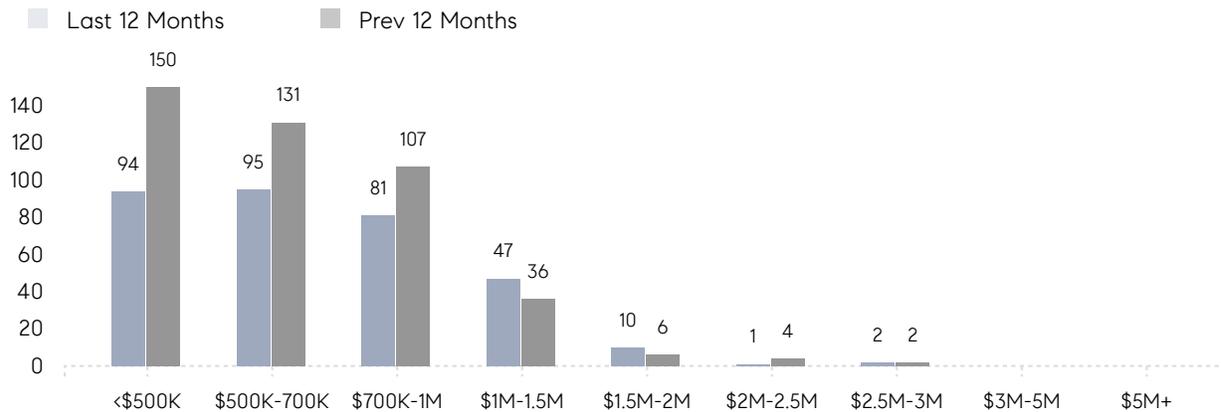
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Springfield

JANUARY 2023

UNDER CONTRACT

11
Total
Properties

\$549K
Average
Price

\$499K
Median
Price

38%
Increase From
Jan 2022

20%
Increase From
Jan 2022

9%
Increase From
Jan 2022

UNITS SOLD

10
Total
Properties

\$520K
Average
Price

\$510K
Median
Price

-33%
Decrease From
Jan 2022

2%
Increase From
Jan 2022

4%
Increase From
Jan 2022

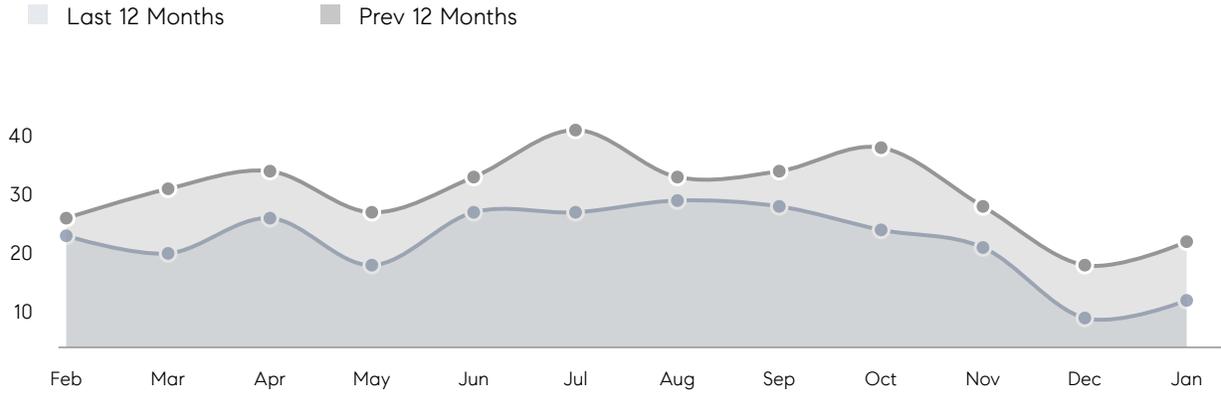
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	39	21	86%
	% OF ASKING PRICE	101%	100%	
	AVERAGE SOLD PRICE	\$520,850	\$510,333	2.1%
	# OF CONTRACTS	11	8	37.5%
	NEW LISTINGS	15	13	15%
Houses	AVERAGE DOM	39	17	129%
	% OF ASKING PRICE	101%	101%	
	AVERAGE SOLD PRICE	\$520,850	\$615,136	-15%
	# OF CONTRACTS	9	7	29%
	NEW LISTINGS	12	9	33%
Condo/Co-op/TH	AVERAGE DOM	-	31	-
	% OF ASKING PRICE	-	96%	
	AVERAGE SOLD PRICE	-	\$222,125	-
	# OF CONTRACTS	2	1	100%
	NEW LISTINGS	3	4	-25%

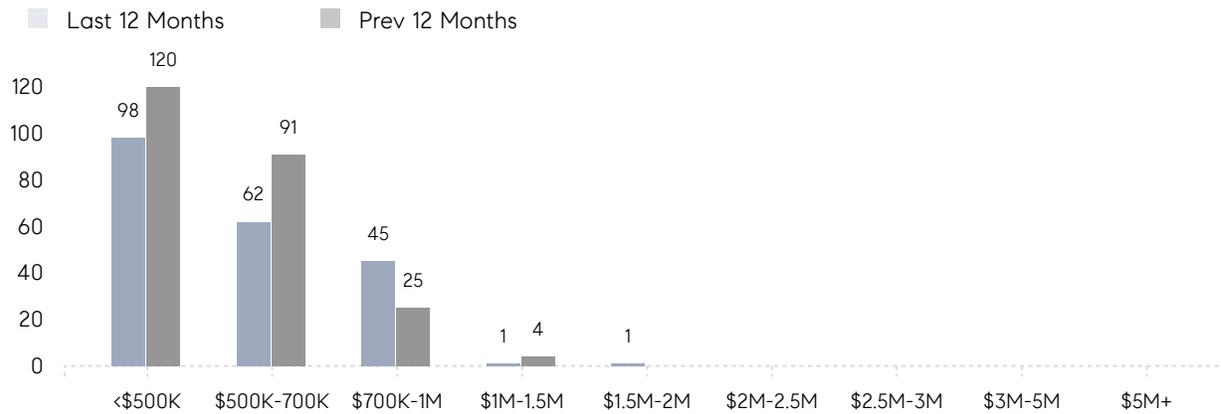
Springfield

JANUARY 2023

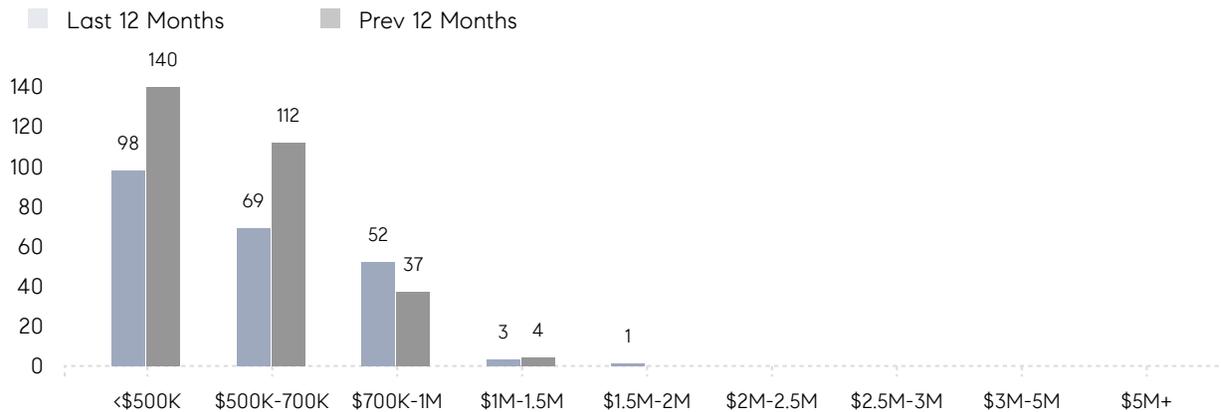
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Summit

JANUARY 2023

UNDER CONTRACT

9	\$1.0M	\$745K
Total Properties	Average Price	Median Price
-44%	0%	-3%
Decrease From Jan 2022	Change From Jan 2022	Decrease From Jan 2022

UNITS SOLD

10	\$1.3M	\$960K
Total Properties	Average Price	Median Price
-44%	-1%	-12%
Decrease From Jan 2022	Decrease From Jan 2022	Decrease From Jan 2022

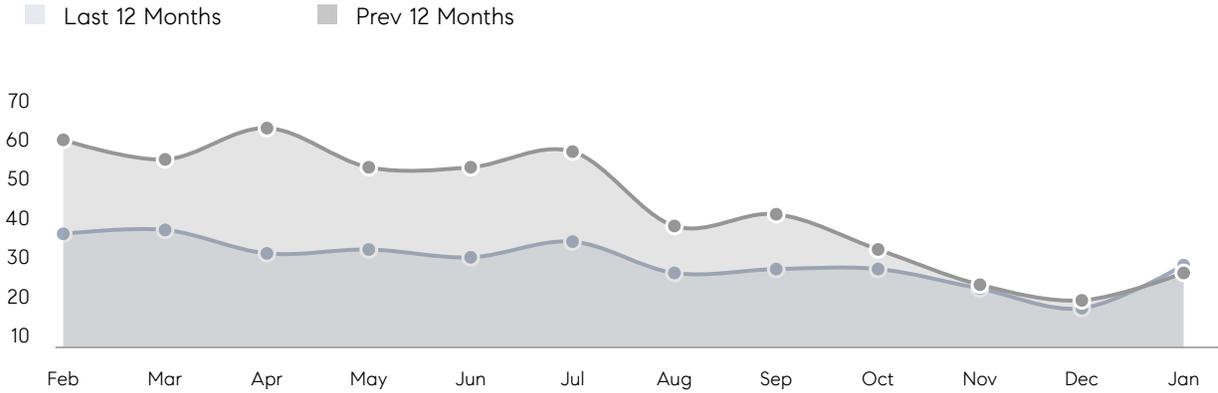
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	56	32	75%
	% OF ASKING PRICE	100%	101%	
	AVERAGE SOLD PRICE	\$1,371,550	\$1,388,864	-1.2%
	# OF CONTRACTS	9	16	-43.7%
	NEW LISTINGS	20	26	-23%
Houses	AVERAGE DOM	43	20	115%
	% OF ASKING PRICE	100%	102%	
	AVERAGE SOLD PRICE	\$1,419,500	\$1,583,437	-10%
	# OF CONTRACTS	7	10	-30%
	NEW LISTINGS	16	17	-6%
Condo/Co-op/TH	AVERAGE DOM	176	90	96%
	% OF ASKING PRICE	99%	98%	
	AVERAGE SOLD PRICE	\$940,000	\$416,000	126%
	# OF CONTRACTS	2	6	-67%
	NEW LISTINGS	4	9	-56%

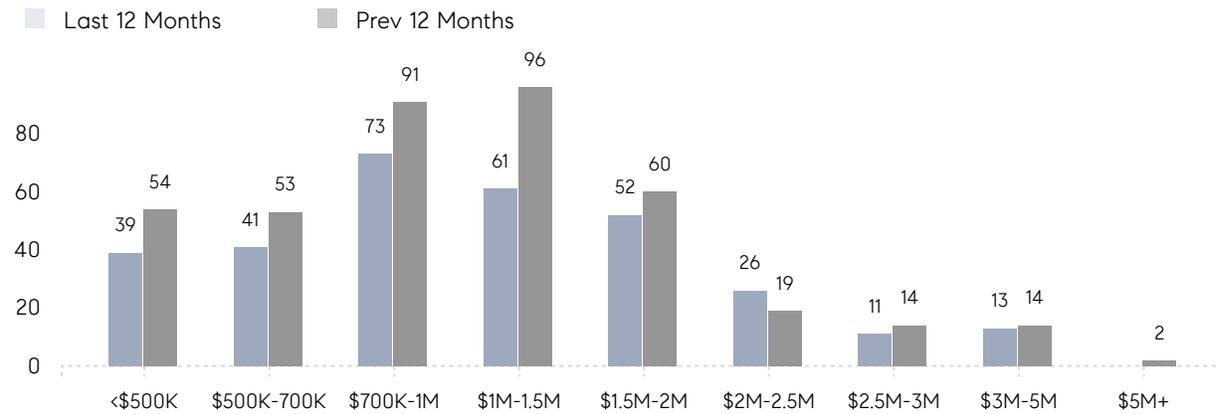
Summit

JANUARY 2023

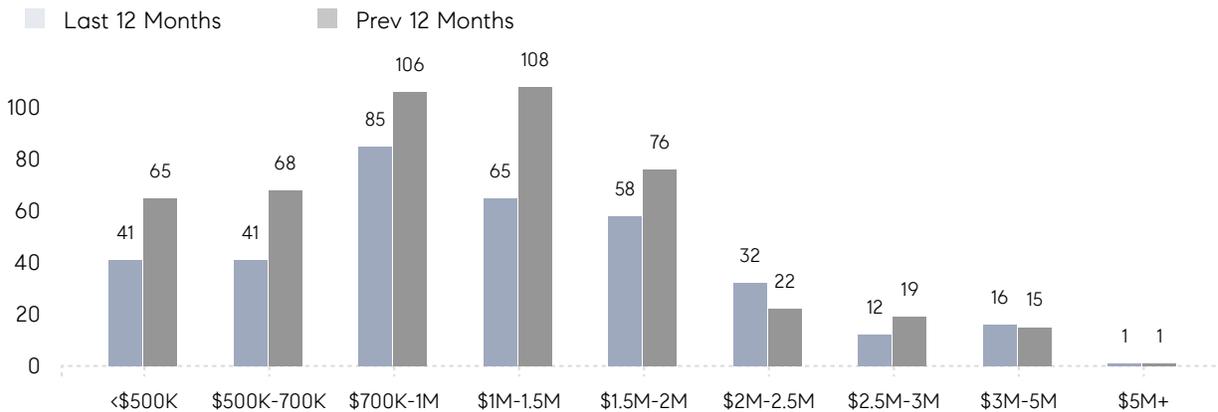
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Union

JANUARY 2023

UNDER CONTRACT

25
Total
Properties

\$505K
Average
Price

\$509K
Median
Price

-43%
Decrease From
Jan 2022

9%
Increase From
Jan 2022

13%
Increase From
Jan 2022

UNITS SOLD

29
Total
Properties

\$475K
Average
Price

\$485K
Median
Price

-36%
Decrease From
Jan 2022

4%
Increase From
Jan 2022

2%
Increase From
Jan 2022

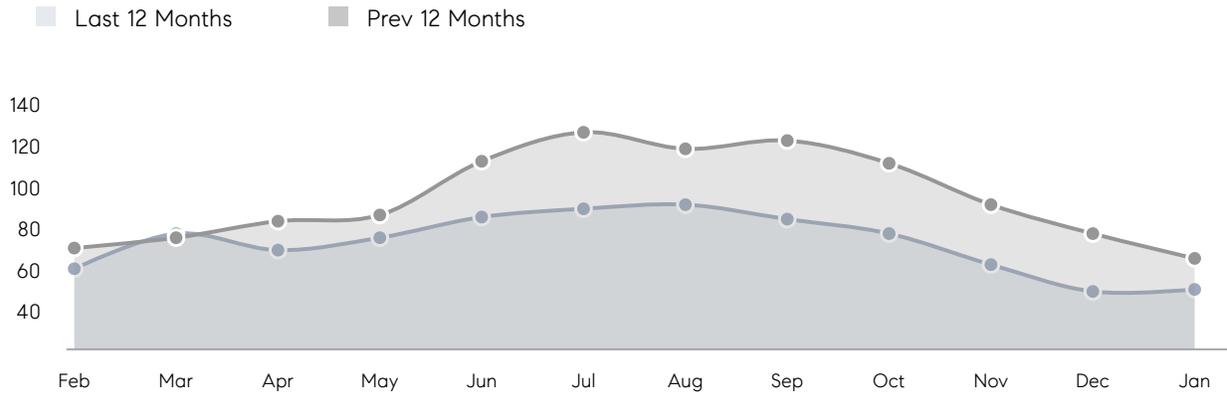
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	38	34	12%
	% OF ASKING PRICE	102%	104%	
	AVERAGE SOLD PRICE	\$475,306	\$456,076	4.2%
	# OF CONTRACTS	25	44	-43.2%
	NEW LISTINGS	29	39	-26%
Houses	AVERAGE DOM	41	32	28%
	% OF ASKING PRICE	101%	104%	
	AVERAGE SOLD PRICE	\$486,207	\$472,302	3%
	# OF CONTRACTS	23	37	-38%
	NEW LISTINGS	25	35	-29%
Condo/Co-op/TH	AVERAGE DOM	12	52	-77%
	% OF ASKING PRICE	110%	100%	
	AVERAGE SOLD PRICE	\$380,833	\$289,750	31%
	# OF CONTRACTS	2	7	-71%
	NEW LISTINGS	4	4	0%

Union

JANUARY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Westfield

JANUARY 2023

UNDER CONTRACT

12
Total
Properties

\$1.0M
Average
Price

\$824K
Median
Price

-37%
Decrease From
Jan 2022

13%
Increase From
Jan 2022

-8%
Decrease From
Jan 2022

UNITS SOLD

14
Total
Properties

\$1.0M
Average
Price

\$1.0M
Median
Price

-36%
Decrease From
Jan 2022

13%
Increase From
Jan 2022

27%
Increase From
Jan 2022

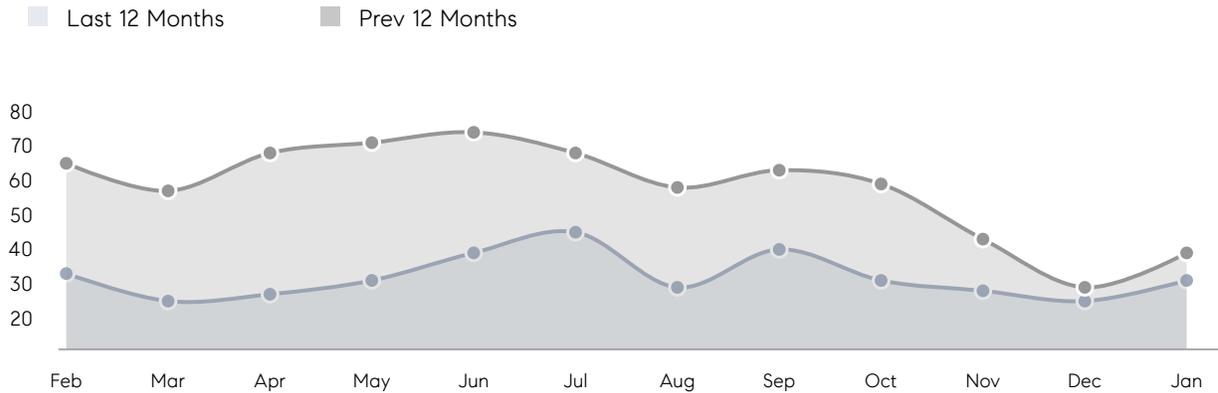
Property Statistics

		Jan 2023	Jan 2022	% Change
Overall	AVERAGE DOM	14	46	-70%
	% OF ASKING PRICE	101%	103%	
	AVERAGE SOLD PRICE	\$1,068,429	\$946,677	12.9%
	# OF CONTRACTS	12	19	-36.8%
	NEW LISTINGS	18	31	-42%
Houses	AVERAGE DOM	14	44	-68%
	% OF ASKING PRICE	101%	103%	
	AVERAGE SOLD PRICE	\$1,231,636	\$1,020,600	21%
	# OF CONTRACTS	12	16	-25%
	NEW LISTINGS	18	27	-33%
Condo/Co-op/TH	AVERAGE DOM	12	62	-81%
	% OF ASKING PRICE	100%	100%	
	AVERAGE SOLD PRICE	\$470,000	\$207,450	127%
	# OF CONTRACTS	0	3	0%
	NEW LISTINGS	0	4	0%

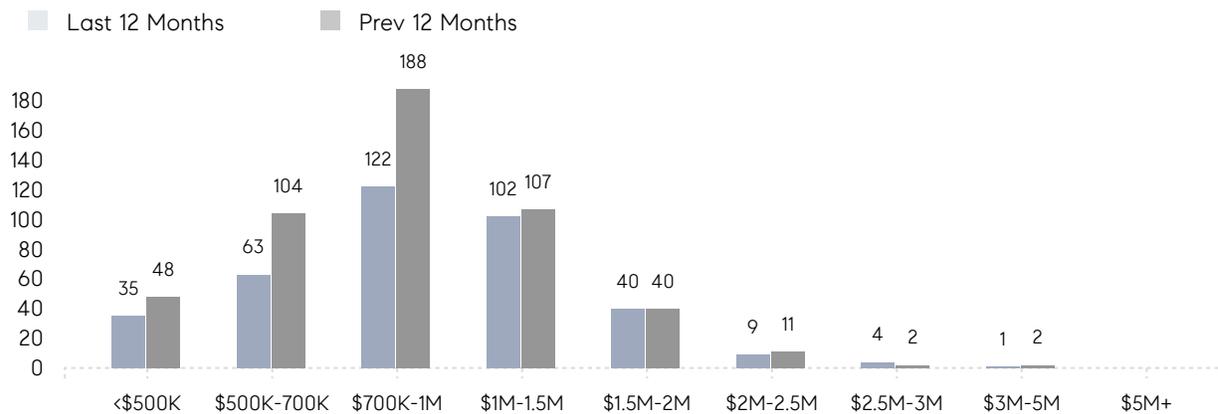
Westfield

JANUARY 2023

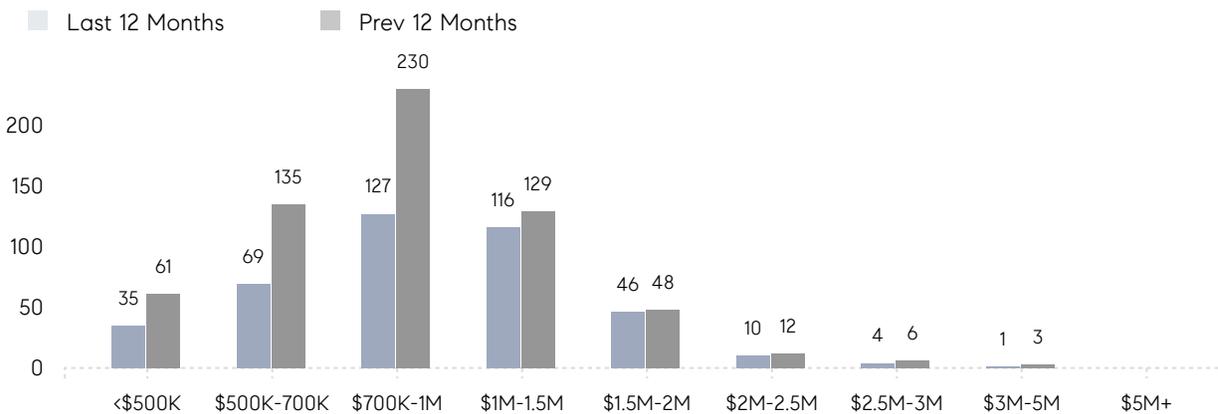
Monthly Inventory

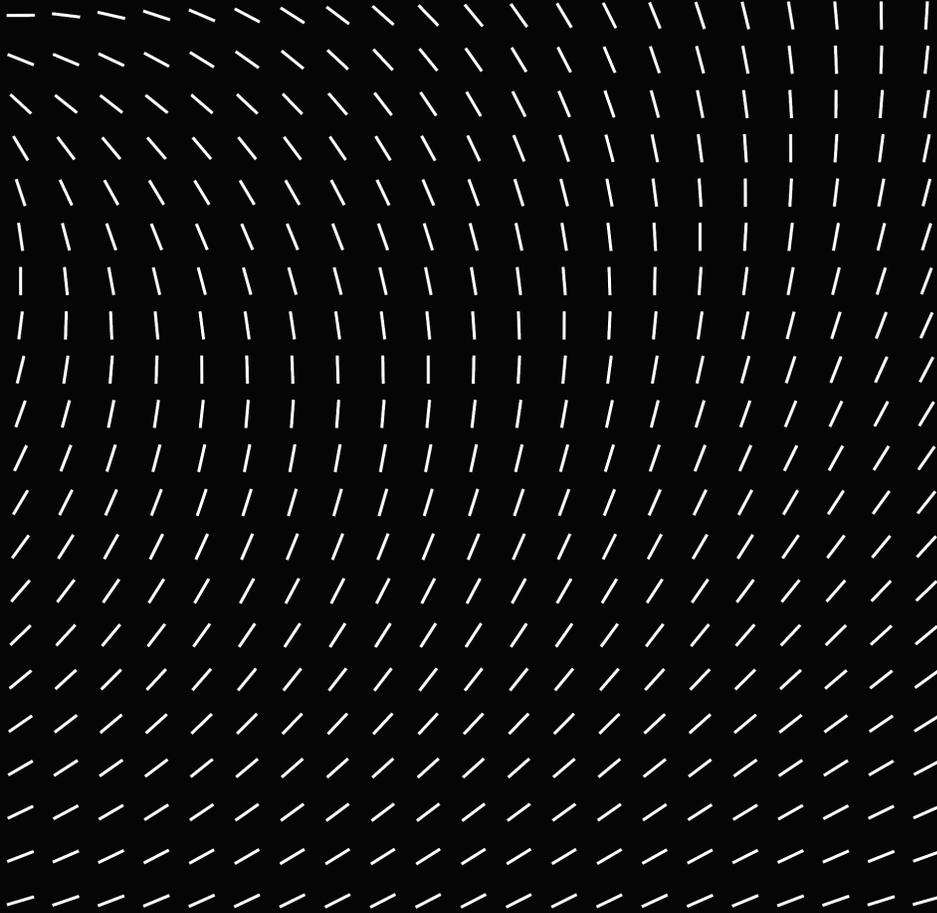


Contracts By Price Range



Listings By Price Range





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Berkeley Heights

JANUARY 2023



\$670K

Average
Sales Price

-43%

Decrease In Sales
From Jan 2022

\$586K

Median
Sales Price

13%

Increase In Contracts
From Jan 2022

101%

Average %
Of Asking Price

5%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Clark

JANUARY 2023



\$584K

Average
Sales Price

-47%

Decrease In Sales
From Jan 2022

\$503K

Median
Sales Price

11%

Increase In Contracts
From Jan 2022

99%

Average %
Of Asking Price

41%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

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Cranford

JANUARY 2023



\$574K

Average
Sales Price

-18%

Decrease In Sales
From Jan 2022

\$619K

Median
Sales Price

50%

Increase In Contracts
From Jan 2022

102%

Average %
Of Asking Price

-16%

Decrease In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Elizabeth

JANUARY 2023



\$401K

Average
Sales Price

-67%

Decrease In Sales
From Jan 2022

\$330K

Median
Sales Price

11%

Increase In Contracts
From Jan 2022

97%

Average %
Of Asking Price

46%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

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Fanwood

JANUARY 2023



\$607K

Average
Sales Price

-40%

Decrease In Sales
From Jan 2022

\$579K

Median
Sales Price

133%

Increase In Contracts
From Jan 2022

102%

Average %
Of Asking Price

0%

Change In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

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Garwood

JANUARY 2023



\$500K

Average
Sales Price

-50%

Decrease In Sales
From Jan 2022

\$500K

Median
Sales Price

-50%

Decrease In Contracts
From Jan 2022

96%

Average %
Of Asking Price

575%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Hillside

JANUARY 2023



\$435K

Average
Sales Price

27%

Increase In Sales
From Jan 2022

\$430K

Median
Sales Price

9%

Increase In Contracts
From Jan 2022

103%

Average %
Of Asking Price

-40%

Decrease In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Kenilworth

JANUARY 2023



\$417K

Average
Sales Price

-12%

Decrease In Sales
From Jan 2022

\$410K

Median
Sales Price

100%

Increase In Contracts
From Jan 2022

100%

Average %
Of Asking Price

160%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Linden

JANUARY 2023



\$506K

Average
Sales Price

-23%

Decrease In Sales
From Jan 2022

\$540K

Median
Sales Price

-55%

Decrease In Contracts
From Jan 2022

102%

Average %
Of Asking Price

-18%

Decrease In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Mountainside

JANUARY 2023



\$700K

Average
Sales Price

-80%

Decrease In Sales
From Jan 2022

\$700K

Median
Sales Price

-71%

Decrease In Contracts
From Jan 2022

100%

Average %
Of Asking Price

103%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

New Providence

JANUARY 2023



\$758K

Average
Sales Price

-42%

Decrease In Sales
From Jan 2022

\$836K

Median
Sales Price

-55%

Decrease In Contracts
From Jan 2022

97%

Average %
Of Asking Price

52%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Plainfield

JANUARY 2023



\$400K

Average
Sales Price

-14%

Decrease In Sales
From Jan 2022

\$402K

Median
Sales Price

-32%

Decrease In Contracts
From Jan 2022

101%

Average %
Of Asking Price

33%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Rahway

JANUARY 2023



\$424K

Average
Sales Price

-63%

Decrease In Sales
From Jan 2022

\$425K

Median
Sales Price

-53%

Decrease In Contracts
From Jan 2022

103%

Average %
Of Asking Price

-12%

Decrease In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Roselle

JANUARY 2023



\$413K

Average
Sales Price

-44%

Decrease In Sales
From Jan 2022

\$441K

Median
Sales Price

-6%

Decrease In Contracts
From Jan 2022

105%

Average %
Of Asking Price

-8%

Decrease In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Roselle Park

JANUARY 2023



\$503K

Average
Sales Price

-55%

Decrease In Sales
From Jan 2022

\$525K

Median
Sales Price

-50%

Decrease In Contracts
From Jan 2022

100%

Average %
Of Asking Price

111%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Scotch Plains

JANUARY 2023



\$756K

Average
Sales Price

55%

Increase In Sales
From Jan 2022

\$625K

Median
Sales Price

-29%

Decrease In Contracts
From Jan 2022

98%

Average %
Of Asking Price

77%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Springfield

JANUARY 2023



\$520K

Average
Sales Price

-33%

Decrease In Sales
From Jan 2022

\$510K

Median
Sales Price

38%

Increase In Contracts
From Jan 2022

101%

Average %
Of Asking Price

86%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Summit

JANUARY 2023



\$1.3M

Average
Sales Price

-44%

Decrease In Sales
From Jan 2022

\$960K

Median
Sales Price

-44%

Decrease In Contracts
From Jan 2022

100%

Average %
Of Asking Price

75%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Union

JANUARY 2023



\$475K

Average
Sales Price

-36%

Decrease In Sales
From Jan 2022

\$485K

Median
Sales Price

-43%

Decrease In Contracts
From Jan 2022

102%

Average %
Of Asking Price

12%

Increase In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Westfield

JANUARY 2023



\$1.0M

Average
Sales Price

-36%

Decrease In Sales
From Jan 2022

\$1.0M

Median
Sales Price

-37%

Decrease In Contracts
From Jan 2022

101%

Average %
Of Asking Price

-70%

Decrease In
Days On Market
From Jan 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS