



COMPASS

March 2023

Union Market Insights

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MARCH 2023

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Berkeley Heights

MARCH 2023

UNDER CONTRACT

11
Total
Properties

\$753K
Average
Price

\$729K
Median
Price

-21%
Decrease From
Mar 2022

1%
Change From
Mar 2022

8%
Increase From
Mar 2022

UNITS SOLD

9
Total
Properties

\$646K
Average
Price

\$549K
Median
Price

-18%
Decrease From
Mar 2022

-10%
Decrease From
Mar 2022

-15%
Decrease From
Mar 2022

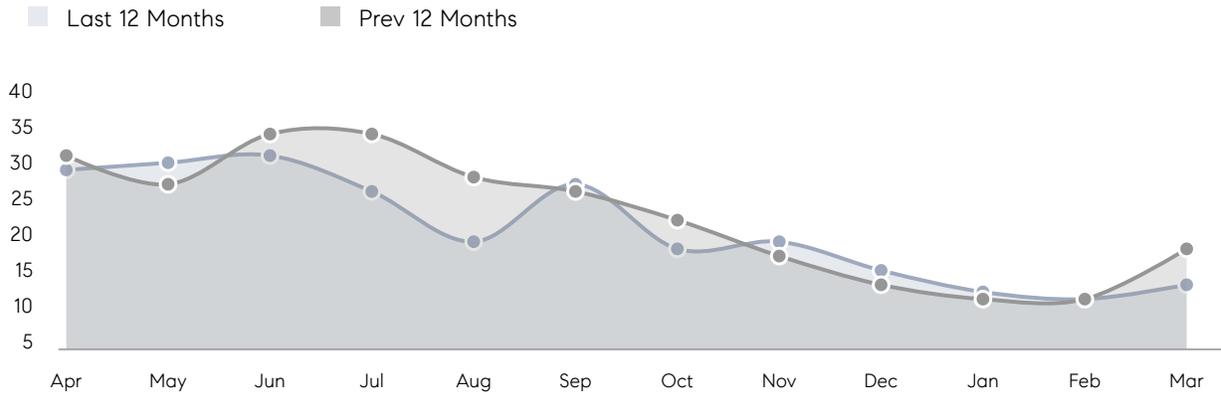
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	33	31	6%
	% OF ASKING PRICE	100%	103%	
	AVERAGE SOLD PRICE	\$646,055	\$718,273	-10.1%
	# OF CONTRACTS	11	14	-21.4%
	NEW LISTINGS	15	21	-29%
Houses	AVERAGE DOM	39	21	86%
	% OF ASKING PRICE	100%	104%	
	AVERAGE SOLD PRICE	\$732,417	\$772,444	-5%
	# OF CONTRACTS	10	12	-17%
	NEW LISTINGS	12	17	-29%
Condo/Co-op/TH	AVERAGE DOM	21	77	-73%
	% OF ASKING PRICE	100%	98%	
	AVERAGE SOLD PRICE	\$473,333	\$474,500	0%
	# OF CONTRACTS	1	2	-50%
	NEW LISTINGS	3	4	-25%

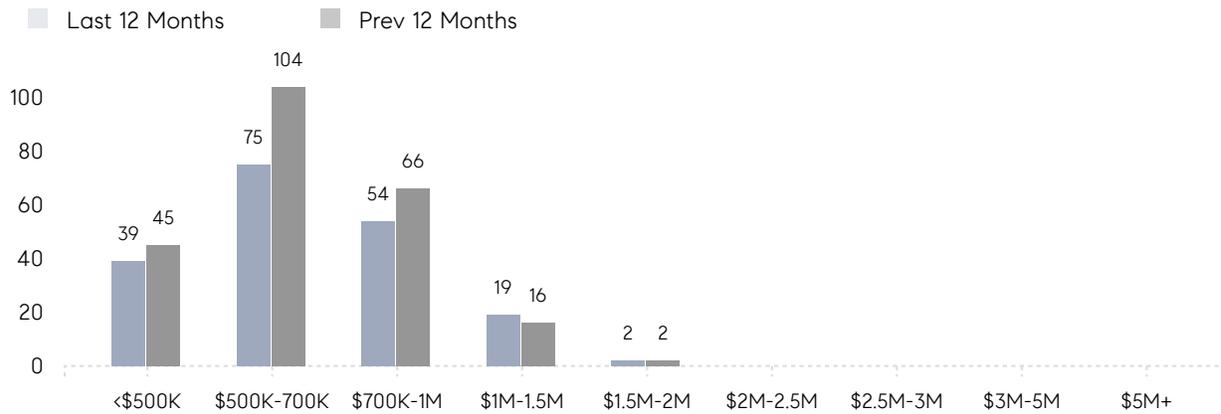
Berkeley Heights

MARCH 2023

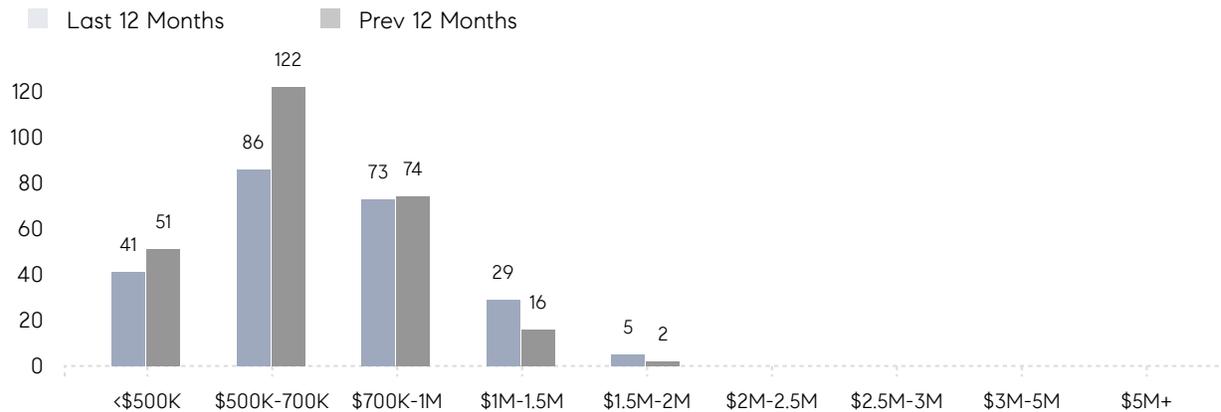
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Clark

MARCH 2023

UNDER CONTRACT

7
Total
Properties

\$543K
Average
Price

\$624K
Median
Price

-22%
Decrease From
Mar 2022

-4%
Decrease From
Mar 2022

9%
Increase From
Mar 2022

UNITS SOLD

11
Total
Properties

\$601K
Average
Price

\$630K
Median
Price

-15%
Decrease From
Mar 2022

11%
Increase From
Mar 2022

22%
Increase From
Mar 2022

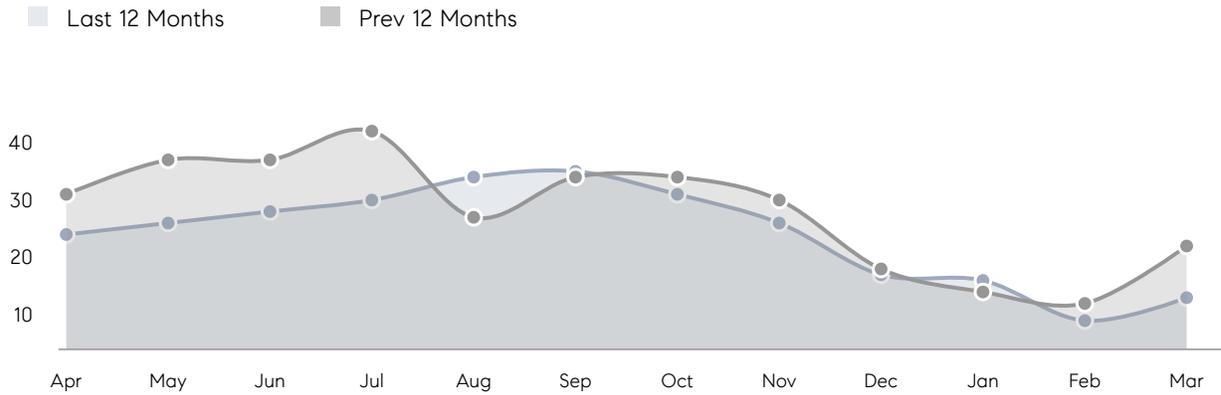
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	40	43	-7%
	% OF ASKING PRICE	100%	101%	
	AVERAGE SOLD PRICE	\$601,500	\$539,629	11.5%
	# OF CONTRACTS	7	9	-22.2%
	NEW LISTINGS	12	22	-45%
Houses	AVERAGE DOM	49	49	0%
	% OF ASKING PRICE	99%	101%	
	AVERAGE SOLD PRICE	\$629,563	\$575,561	9%
	# OF CONTRACTS	6	8	-25%
	NEW LISTINGS	10	19	-47%
Condo/Co-op/TH	AVERAGE DOM	17	14	21%
	% OF ASKING PRICE	102%	103%	
	AVERAGE SOLD PRICE	\$526,667	\$342,000	54%
	# OF CONTRACTS	1	1	0%
	NEW LISTINGS	2	3	-33%

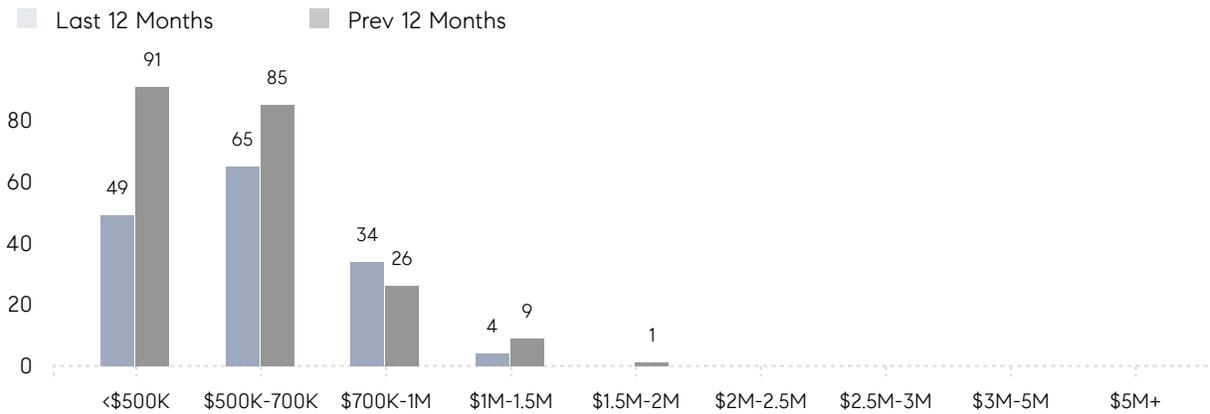
Clark

MARCH 2023

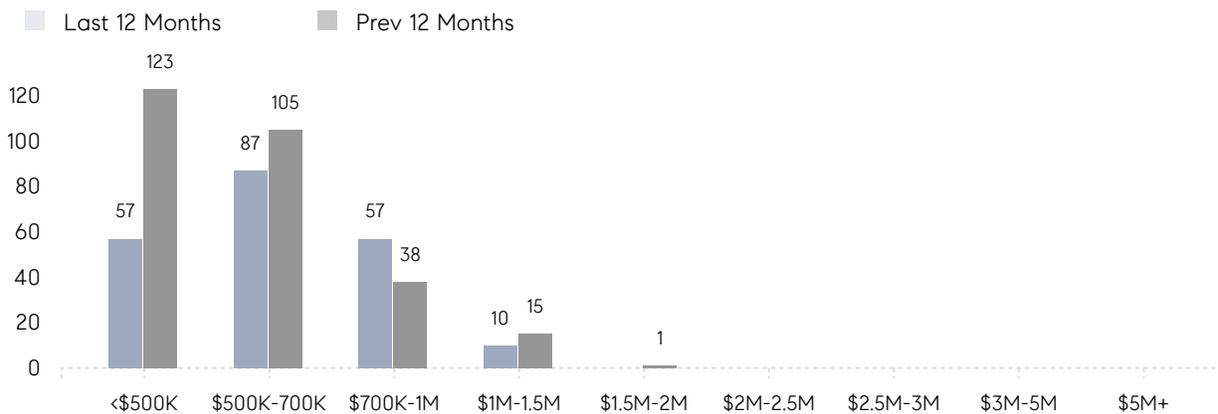
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Cranford

MARCH 2023

UNDER CONTRACT

14
Total
Properties

\$665K
Average
Price

\$624K
Median
Price

-55%
Decrease From
Mar 2022

11%
Increase From
Mar 2022

6%
Increase From
Mar 2022

UNITS SOLD

16
Total
Properties

\$681K
Average
Price

\$664K
Median
Price

23%
Increase From
Mar 2022

30%
Increase From
Mar 2022

28%
Increase From
Mar 2022

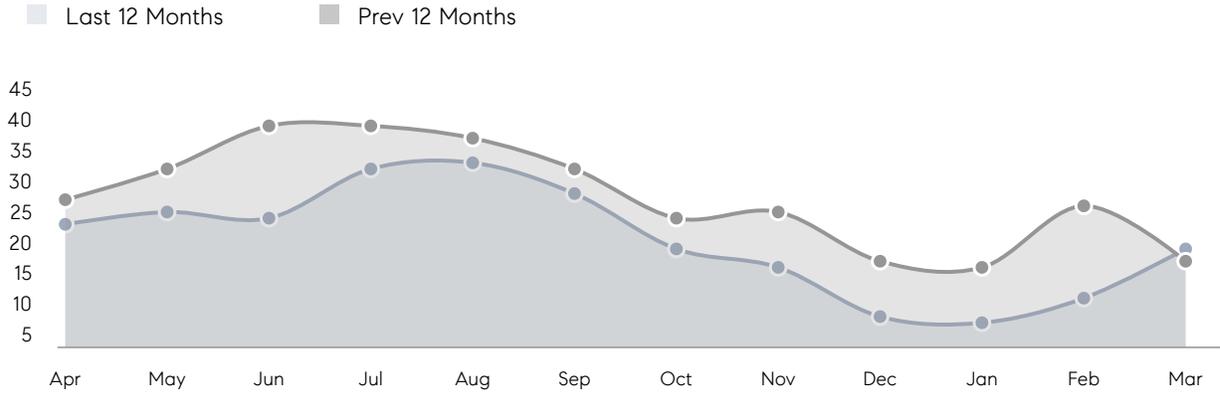
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	31	22	41%
	% OF ASKING PRICE	105%	103%	
	AVERAGE SOLD PRICE	\$681,723	\$522,665	30.4%
	# OF CONTRACTS	14	31	-54.8%
	NEW LISTINGS	24	25	-4%
Houses	AVERAGE DOM	30	16	88%
	% OF ASKING PRICE	105%	104%	
	AVERAGE SOLD PRICE	\$741,178	\$604,965	23%
	# OF CONTRACTS	14	27	-48%
	NEW LISTINGS	21	21	0%
Condo/Co-op/TH	AVERAGE DOM	33	40	-17%
	% OF ASKING PRICE	106%	100%	
	AVERAGE SOLD PRICE	\$424,083	\$248,333	71%
	# OF CONTRACTS	0	4	0%
	NEW LISTINGS	3	4	-25%

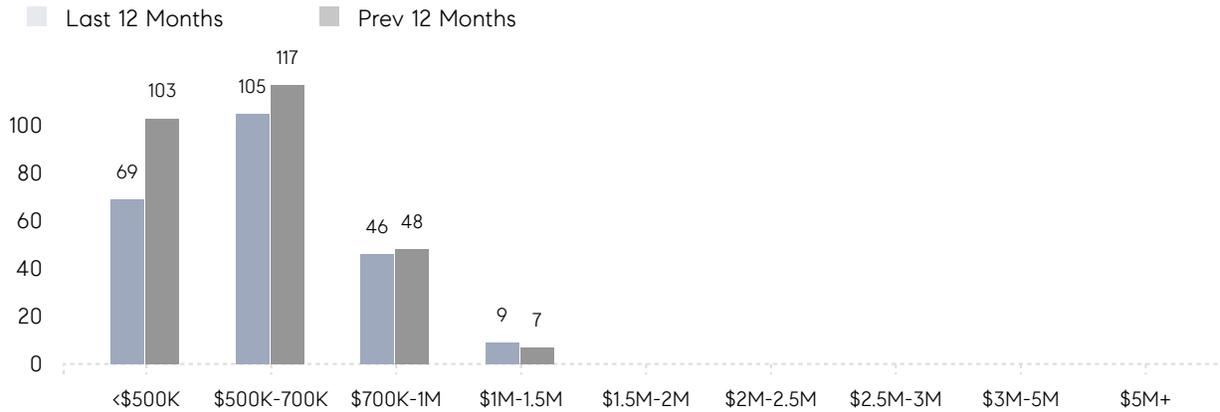
Cranford

MARCH 2023

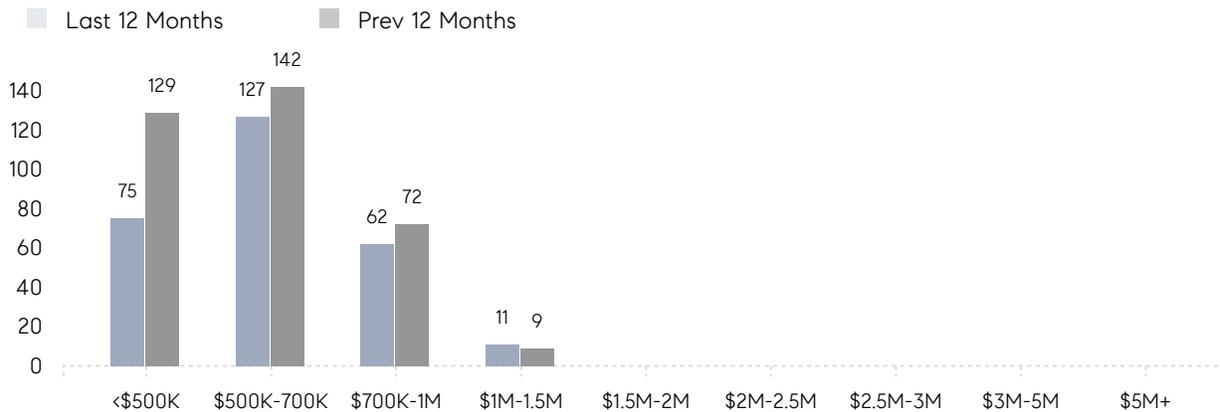
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Elizabeth

MARCH 2023

UNDER CONTRACT

19
Total
Properties

\$413K
Average
Price

\$399K
Median
Price

-46%
Decrease From
Mar 2022

10%
Increase From
Mar 2022

5%
Increase From
Mar 2022

UNITS SOLD

9
Total
Properties

\$460K
Average
Price

\$450K
Median
Price

-72%
Decrease From
Mar 2022

32%
Increase From
Mar 2022

22%
Increase From
Mar 2022

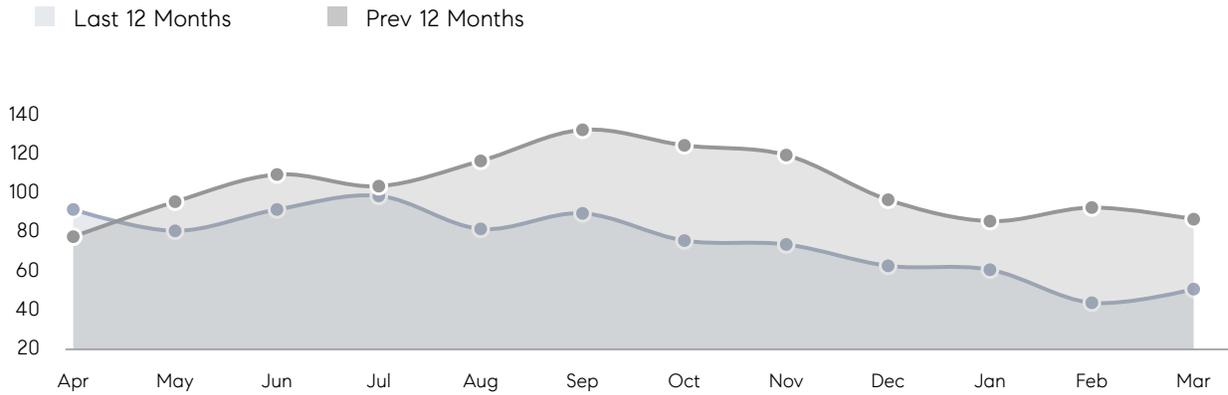
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	51	48	6%
	% OF ASKING PRICE	102%	102%	
	AVERAGE SOLD PRICE	\$460,222	\$348,247	32.2%
	# OF CONTRACTS	19	35	-45.7%
	NEW LISTINGS	34	45	-24%
Houses	AVERAGE DOM	51	46	11%
	% OF ASKING PRICE	102%	102%	
	AVERAGE SOLD PRICE	\$460,222	\$398,816	15%
	# OF CONTRACTS	16	29	-45%
	NEW LISTINGS	20	35	-43%
Condo/Co-op/TH	AVERAGE DOM	-	54	-
	% OF ASKING PRICE	-	102%	
	AVERAGE SOLD PRICE	-	\$167,643	-
	# OF CONTRACTS	3	6	-50%
	NEW LISTINGS	14	10	40%

Elizabeth

MARCH 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Fanwood

MARCH 2023

UNDER CONTRACT

10
Total
Properties

\$662K
Average
Price

\$589K
Median
Price

-9%
Decrease From
Mar 2022

6%
Increase From
Mar 2022

-4%
Decrease From
Mar 2022

UNITS SOLD

4
Total
Properties

\$633K
Average
Price

\$652K
Median
Price

-20%
Decrease From
Mar 2022

-15%
Decrease From
Mar 2022

-2%
Decrease From
Mar 2022

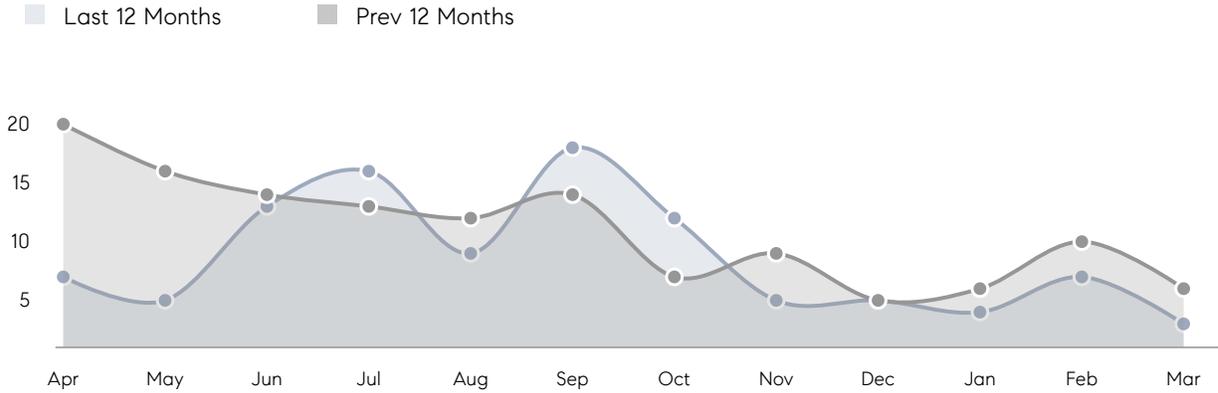
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	27	12	125%
	% OF ASKING PRICE	107%	107%	
	AVERAGE SOLD PRICE	\$633,375	\$744,900	-15.0%
	# OF CONTRACTS	10	11	-9.1%
	NEW LISTINGS	7	10	-30%
Houses	AVERAGE DOM	27	12	125%
	% OF ASKING PRICE	107%	107%	
	AVERAGE SOLD PRICE	\$633,375	\$744,900	-15%
	# OF CONTRACTS	9	11	-18%
	NEW LISTINGS	6	10	-40%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	1	0	0%
	NEW LISTINGS	1	0	0%

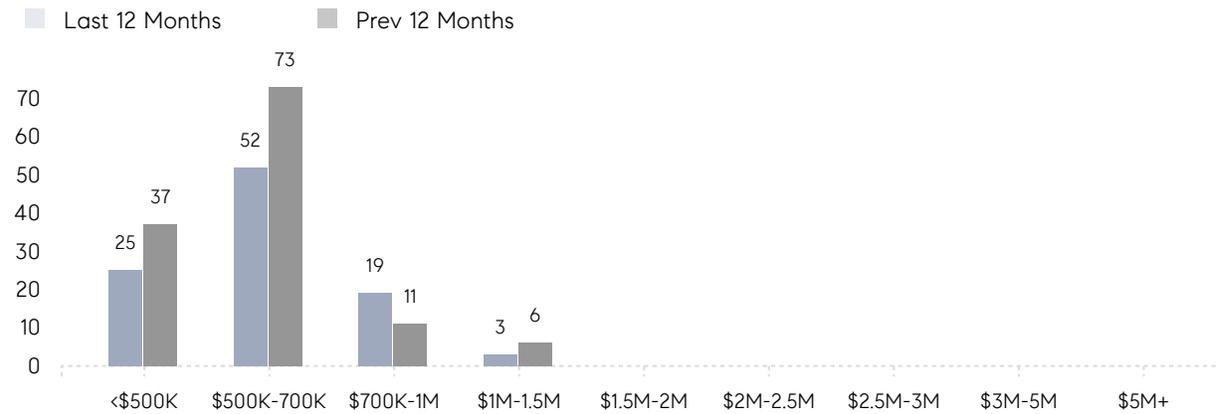
Fanwood

MARCH 2023

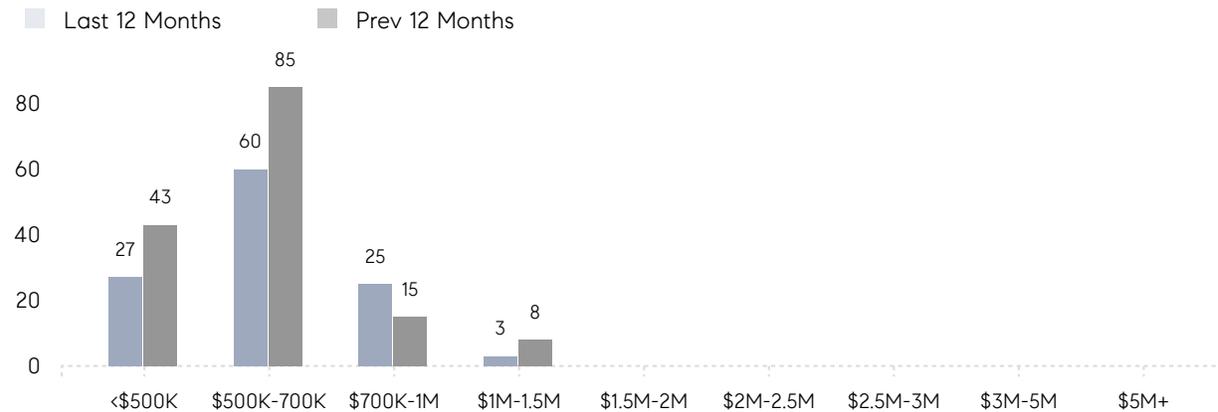
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Garwood

MARCH 2023

UNDER CONTRACT

4
Total
Properties

\$489K
Average
Price

\$502K
Median
Price

0%
Change From
Mar 2022

-11%
Decrease From
Mar 2022

-7%
Decrease From
Mar 2022

UNITS SOLD

2
Total
Properties

\$447K
Average
Price

\$447K
Median
Price

0%
Change From
Mar 2022

-34%
Decrease From
Mar 2022

-34%
Decrease From
Mar 2022

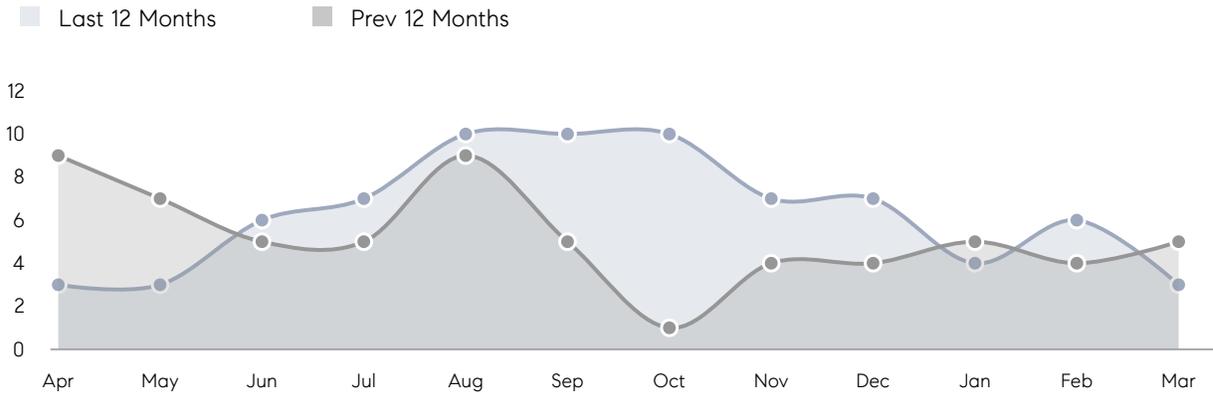
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	58	54	7%
	% OF ASKING PRICE	101%	101%	
	AVERAGE SOLD PRICE	\$447,000	\$673,500	-33.6%
	# OF CONTRACTS	4	4	0.0%
	NEW LISTINGS	3	5	-40%
Houses	AVERAGE DOM	58	16	263%
	% OF ASKING PRICE	101%	102%	
	AVERAGE SOLD PRICE	\$447,000	\$762,000	-41%
	# OF CONTRACTS	4	3	33%
	NEW LISTINGS	3	5	-40%
Condo/Co-op/TH	AVERAGE DOM	-	92	-
	% OF ASKING PRICE	-	100%	
	AVERAGE SOLD PRICE	-	\$585,000	-
	# OF CONTRACTS	0	1	0%
	NEW LISTINGS	0	0	0%

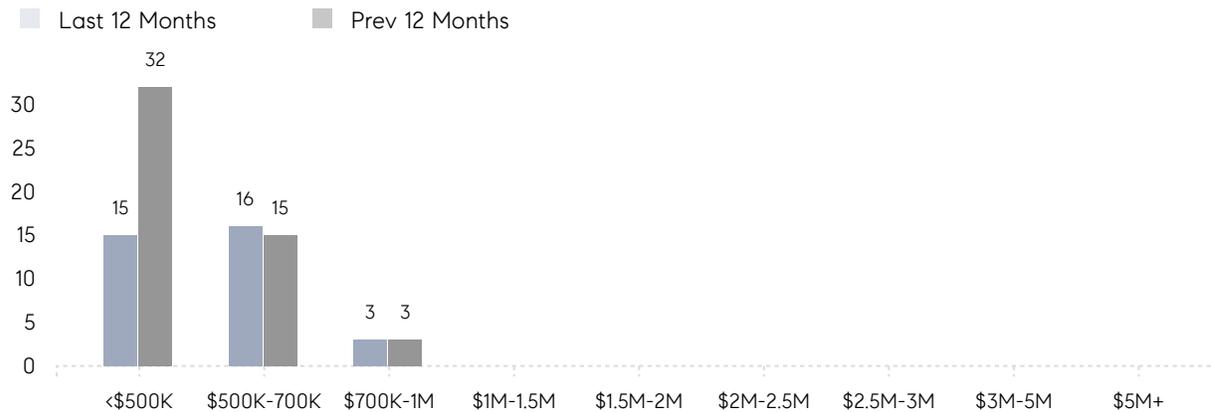
Garwood

MARCH 2023

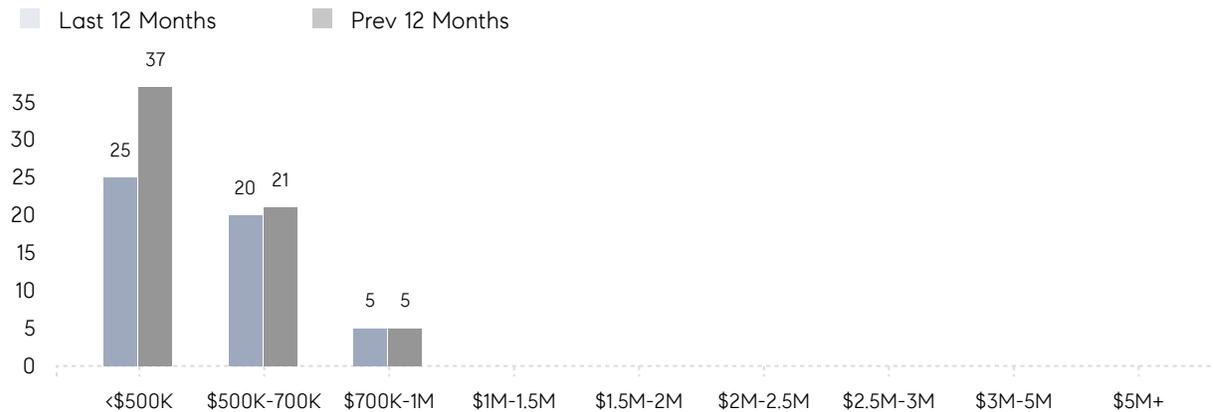
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Hillside

MARCH 2023

UNDER CONTRACT

16
Total
Properties

\$462K
Average
Price

\$444K
Median
Price

14%
Increase From
Mar 2022

22%
Increase From
Mar 2022

18%
Increase From
Mar 2022

UNITS SOLD

17
Total
Properties

\$437K
Average
Price

\$439K
Median
Price

-15%
Decrease From
Mar 2022

5%
Increase From
Mar 2022

14%
Increase From
Mar 2022

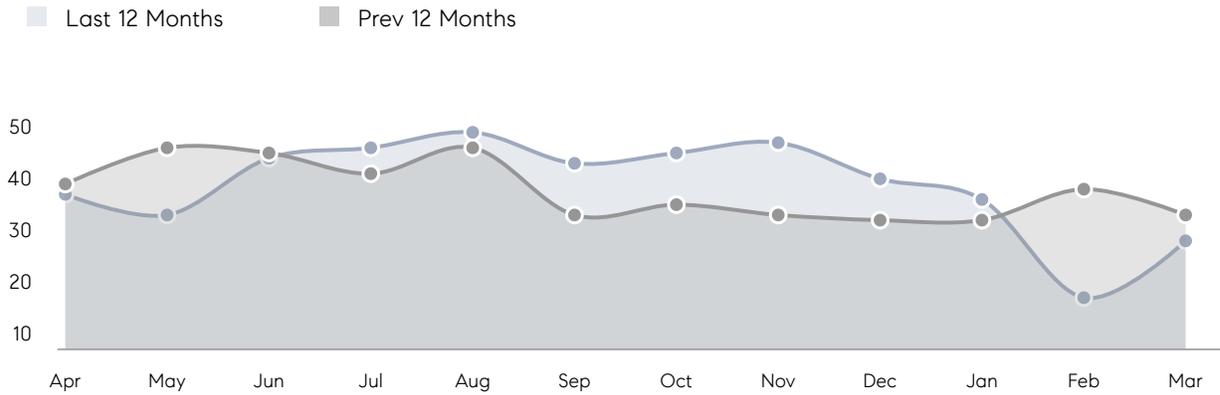
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	50	43	16%
	% OF ASKING PRICE	101%	103%	
	AVERAGE SOLD PRICE	\$437,312	\$416,475	5.0%
	# OF CONTRACTS	16	14	14.3%
	NEW LISTINGS	21	19	11%
Houses	AVERAGE DOM	52	43	21%
	% OF ASKING PRICE	101%	103%	
	AVERAGE SOLD PRICE	\$449,081	\$416,475	8%
	# OF CONTRACTS	16	13	23%
	NEW LISTINGS	21	18	17%
Condo/Co-op/TH	AVERAGE DOM	21	-	-
	% OF ASKING PRICE	100%	-	-
	AVERAGE SOLD PRICE	\$249,000	-	-
	# OF CONTRACTS	0	1	0%
	NEW LISTINGS	0	1	0%

Hillside

MARCH 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Kenilworth

MARCH 2023

UNDER CONTRACT

5	\$716K	\$725K
Total Properties	Average Price	Median Price
-67%	31%	38%
Decrease From Mar 2022	Increase From Mar 2022	Increase From Mar 2022

UNITS SOLD

4	\$554K	\$549K
Total Properties	Average Price	Median Price
0%	-8%	4%
Change From Mar 2022	Decrease From Mar 2022	Increase From Mar 2022

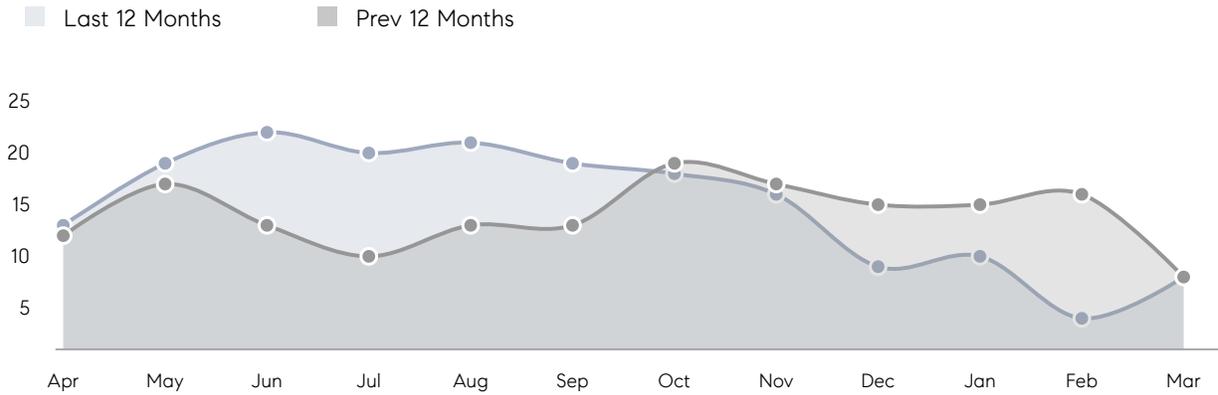
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	68	41	66%
	% OF ASKING PRICE	102%	104%	
	AVERAGE SOLD PRICE	\$554,219	\$599,375	-7.5%
	# OF CONTRACTS	5	15	-66.7%
	NEW LISTINGS	8	10	-20%
Houses	AVERAGE DOM	68	41	66%
	% OF ASKING PRICE	102%	104%	
	AVERAGE SOLD PRICE	\$554,219	\$599,375	-8%
	# OF CONTRACTS	5	15	-67%
	NEW LISTINGS	8	10	-20%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

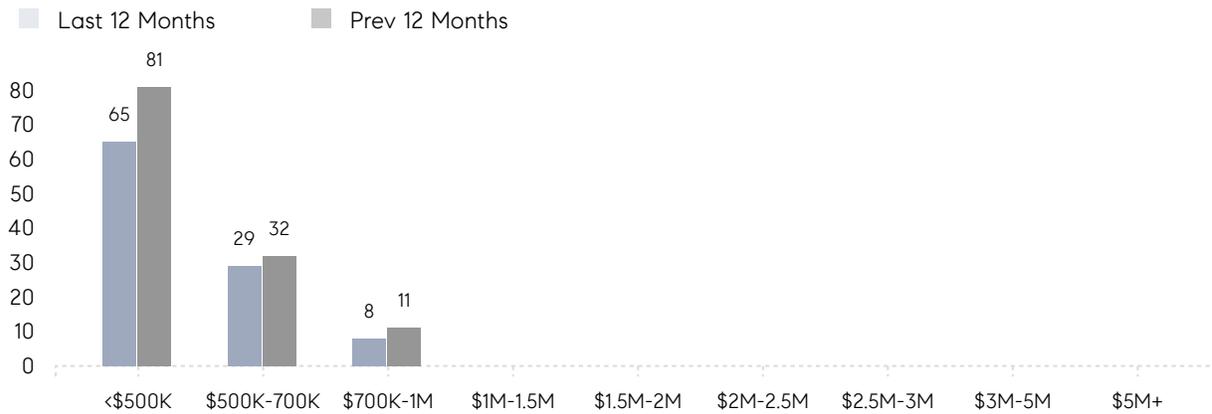
Kenilworth

MARCH 2023

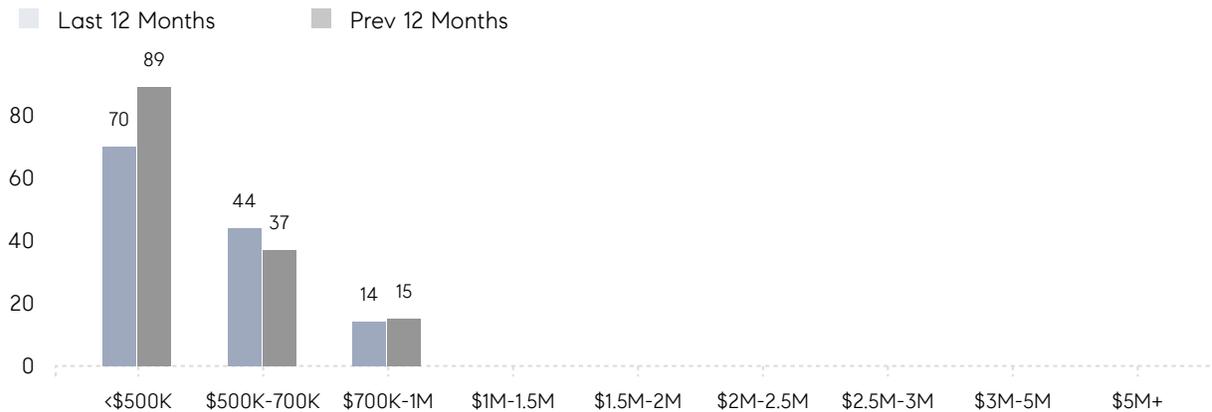
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Linden

MARCH 2023

UNDER CONTRACT

21
Total
Properties

\$478K
Average
Price

\$489K
Median
Price

-47%
Decrease From
Mar 2022

14%
Increase From
Mar 2022

18%
Increase From
Mar 2022

UNITS SOLD

18
Total
Properties

\$456K
Average
Price

\$429K
Median
Price

-10%
Decrease From
Mar 2022

21%
Increase From
Mar 2022

9%
Increase From
Mar 2022

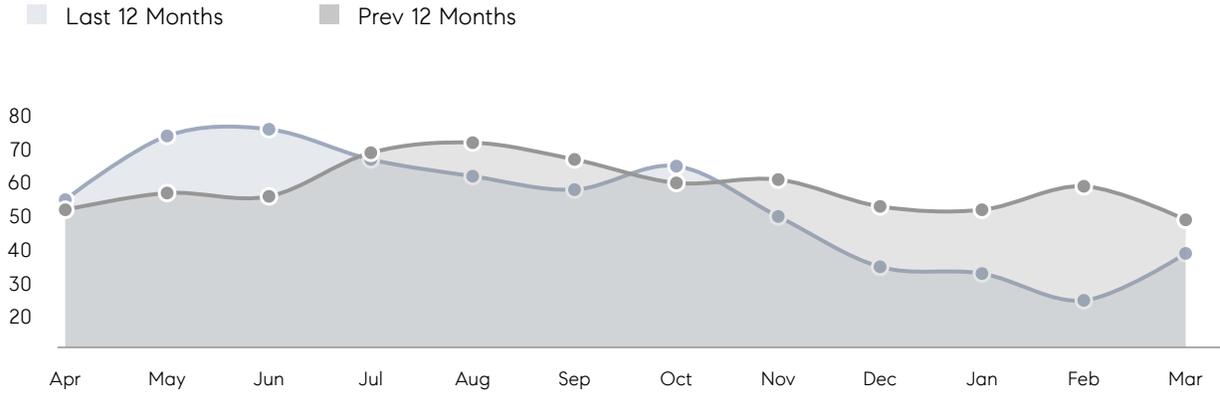
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	44	31	42%
	% OF ASKING PRICE	103%	105%	
	AVERAGE SOLD PRICE	\$456,056	\$376,270	21.2%
	# OF CONTRACTS	21	40	-47.5%
	NEW LISTINGS	28	38	-26%
Houses	AVERAGE DOM	44	22	100%
	% OF ASKING PRICE	103%	106%	
	AVERAGE SOLD PRICE	\$456,056	\$431,960	6%
	# OF CONTRACTS	21	36	-42%
	NEW LISTINGS	26	35	-26%
Condo/Co-op/TH	AVERAGE DOM	-	59	-
	% OF ASKING PRICE	-	102%	
	AVERAGE SOLD PRICE	-	\$209,200	-
	# OF CONTRACTS	0	4	0%
	NEW LISTINGS	2	3	-33%

Linden

MARCH 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Mountainside

MARCH 2023

UNDER CONTRACT

10	\$831K	\$717K
Total Properties	Average Price	Median Price
-9%	-1%	-10%
Decrease From Mar 2022	Change From Mar 2022	Decrease From Mar 2022

UNITS SOLD

3	\$688K	\$670K
Total Properties	Average Price	Median Price
-57%	-18%	-22%
Decrease From Mar 2022	Decrease From Mar 2022	Decrease From Mar 2022

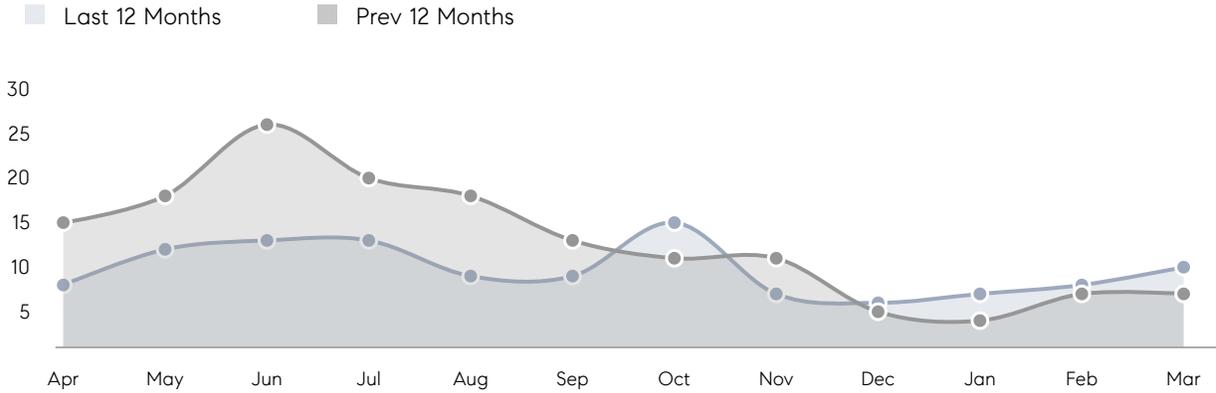
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	21	170	-88%
	% OF ASKING PRICE	100%	96%	
	AVERAGE SOLD PRICE	\$688,333	\$837,857	-17.8%
	# OF CONTRACTS	10	11	-9.1%
	NEW LISTINGS	12	11	9%
Houses	AVERAGE DOM	21	170	-88%
	% OF ASKING PRICE	100%	96%	
	AVERAGE SOLD PRICE	\$688,333	\$837,857	-18%
	# OF CONTRACTS	10	11	-9%
	NEW LISTINGS	10	11	-9%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	2	0	0%

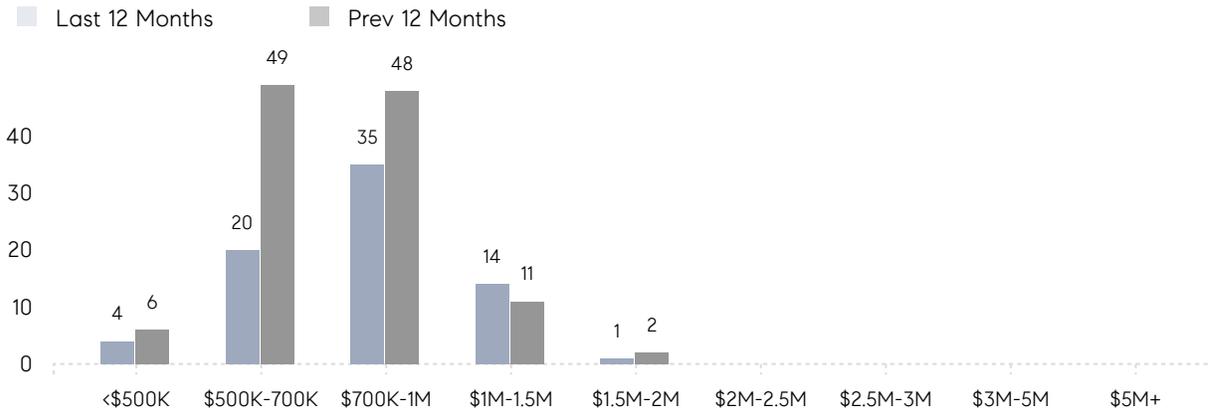
Mountainside

MARCH 2023

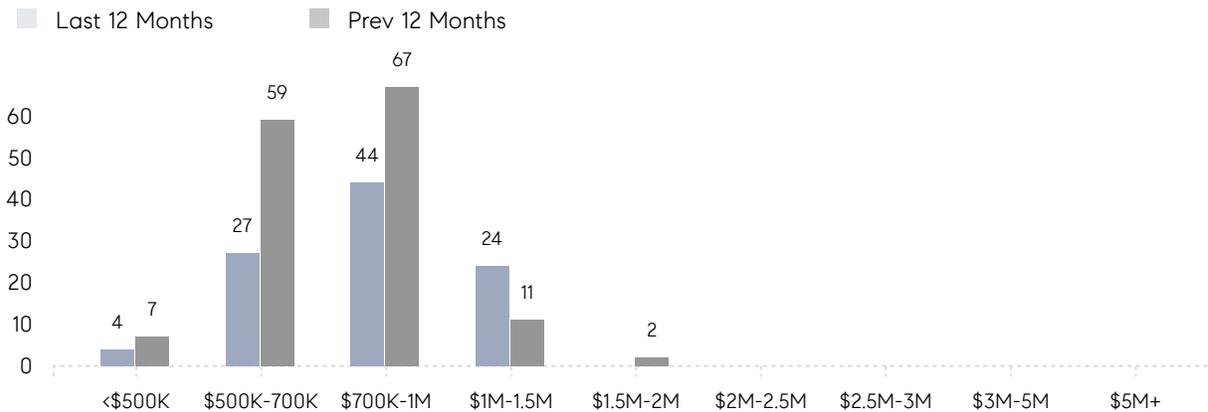
Monthly Inventory



Contracts By Price Range



Listings By Price Range



New Providence

MARCH 2023

UNDER CONTRACT

10
Total
Properties

\$725K
Average
Price

\$749K
Median
Price

-50%
Decrease From
Mar 2022

-4%
Decrease From
Mar 2022

3%
Increase From
Mar 2022

UNITS SOLD

4
Total
Properties

\$872K
Average
Price

\$944K
Median
Price

-60%
Decrease From
Mar 2022

-2%
Decrease From
Mar 2022

9%
Increase From
Mar 2022

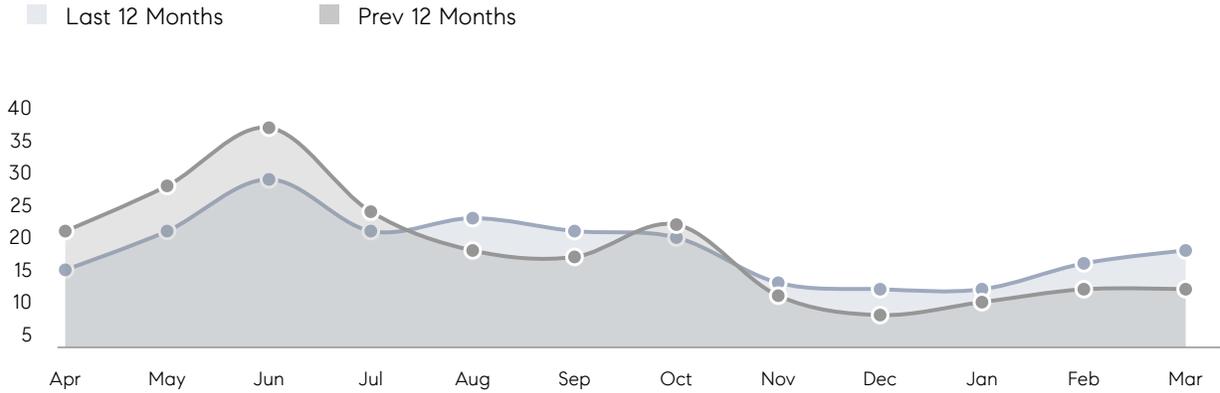
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	77	23	235%
	% OF ASKING PRICE	101%	108%	
	AVERAGE SOLD PRICE	\$872,250	\$886,400	-1.6%
	# OF CONTRACTS	10	20	-50.0%
	NEW LISTINGS	12	20	-40%
Houses	AVERAGE DOM	50	23	117%
	% OF ASKING PRICE	110%	108%	
	AVERAGE SOLD PRICE	\$650,000	\$886,400	-27%
	# OF CONTRACTS	8	18	-56%
	NEW LISTINGS	10	17	-41%
Condo/Co-op/TH	AVERAGE DOM	85	-	-
	% OF ASKING PRICE	98%	-	
	AVERAGE SOLD PRICE	\$946,333	-	-
	# OF CONTRACTS	2	2	0%
	NEW LISTINGS	2	3	-33%

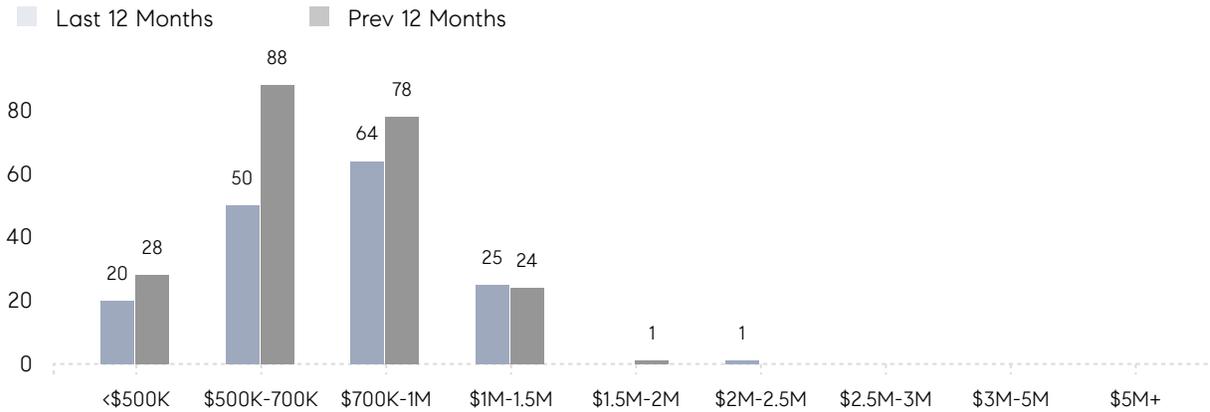
New Providence

MARCH 2023

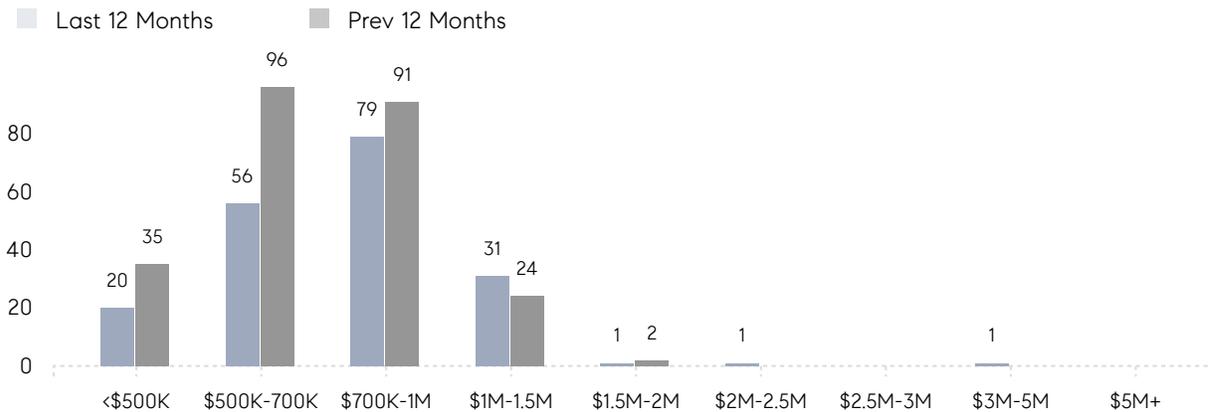
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Plainfield

MARCH 2023

UNDER CONTRACT

41
Total
Properties

\$393K
Average
Price

\$399K
Median
Price

37%
Increase From
Mar 2022

0%
Change From
Mar 2022

11%
Increase From
Mar 2022

UNITS SOLD

22
Total
Properties

\$414K
Average
Price

\$420K
Median
Price

-46%
Decrease From
Mar 2022

7%
Increase From
Mar 2022

10%
Increase From
Mar 2022

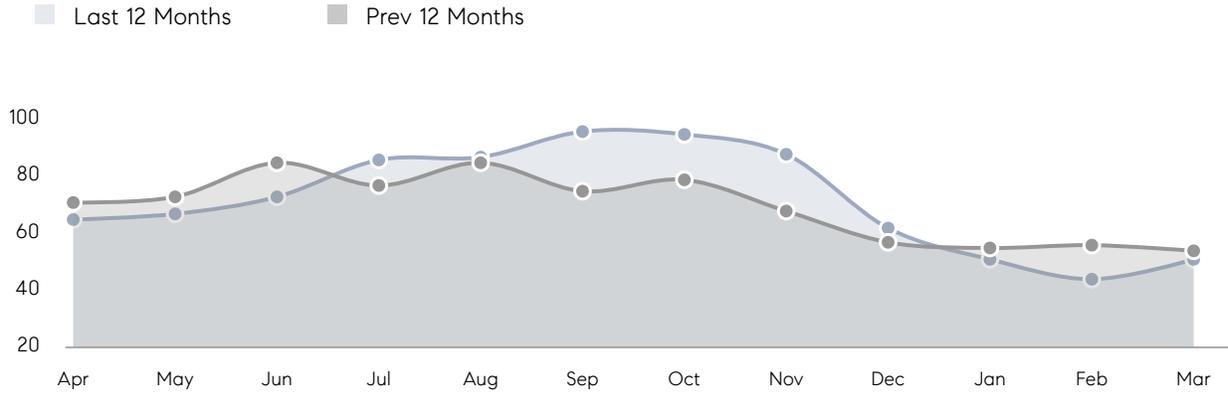
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	53	30	77%
	% OF ASKING PRICE	100%	103%	
	AVERAGE SOLD PRICE	\$414,550	\$389,149	6.5%
	# OF CONTRACTS	41	30	36.7%
	NEW LISTINGS	32	39	-18%
Houses	AVERAGE DOM	53	31	71%
	% OF ASKING PRICE	100%	103%	
	AVERAGE SOLD PRICE	\$414,550	\$400,388	4%
	# OF CONTRACTS	41	30	37%
	NEW LISTINGS	31	39	-21%
Condo/Co-op/TH	AVERAGE DOM	-	4	-
	% OF ASKING PRICE	-	106%	
	AVERAGE SOLD PRICE	-	\$170,000	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	1	0	0%

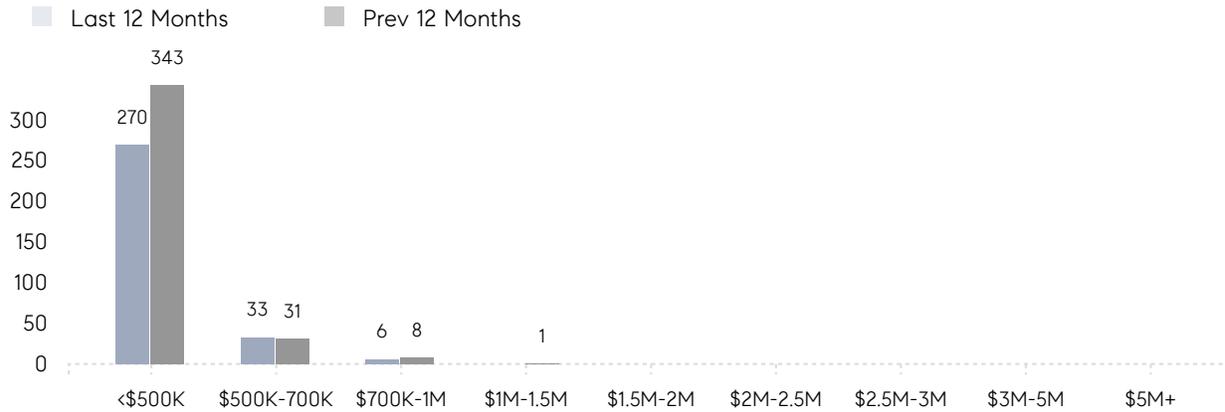
Plainfield

MARCH 2023

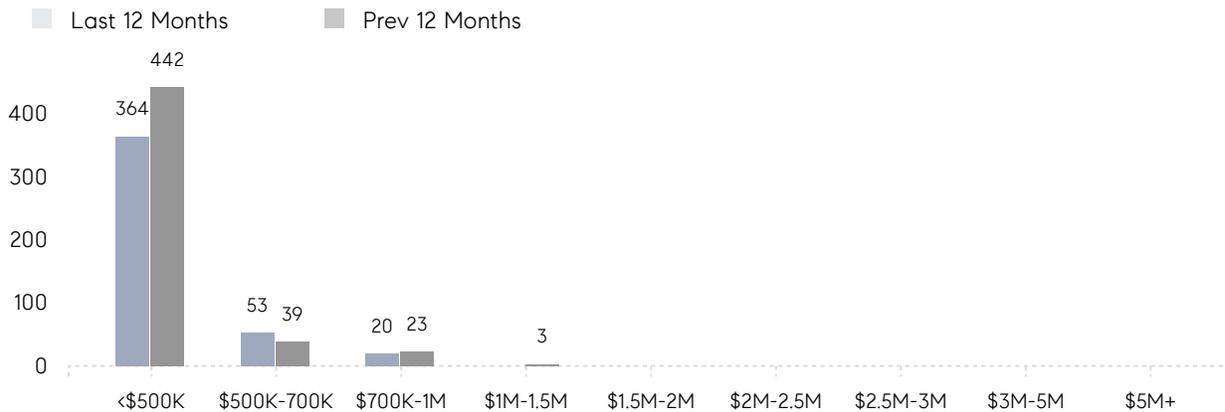
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Rahway

MARCH 2023

UNDER CONTRACT

20
Total
Properties

\$406K
Average
Price

\$389K
Median
Price

-43%
Decrease From
Mar 2022

4%
Increase From
Mar 2022

1%
Increase From
Mar 2022

UNITS SOLD

18
Total
Properties

\$412K
Average
Price

\$392K
Median
Price

-40%
Decrease From
Mar 2022

0%
Change From
Mar 2022

-8%
Decrease From
Mar 2022

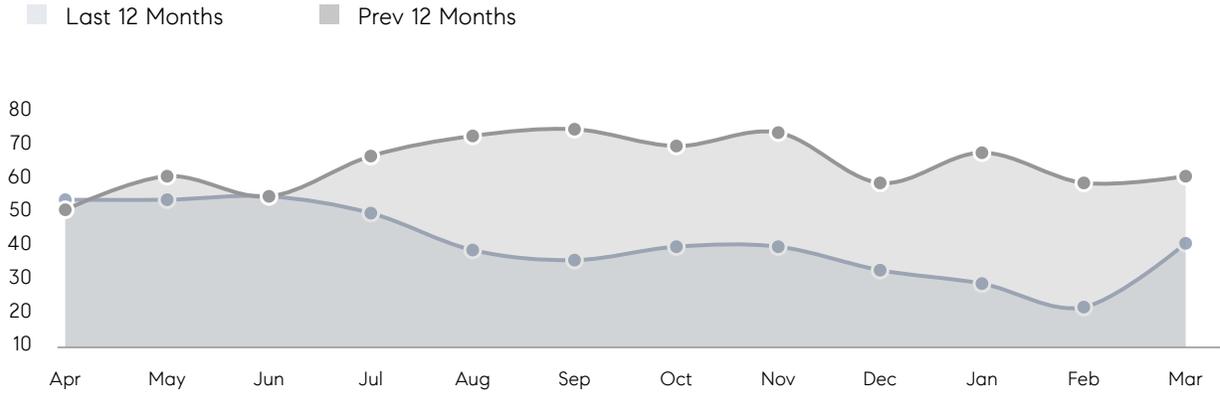
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	32	42	-24%
	% OF ASKING PRICE	103%	104%	
	AVERAGE SOLD PRICE	\$412,444	\$414,500	-0.5%
	# OF CONTRACTS	20	35	-42.9%
	NEW LISTINGS	38	48	-21%
Houses	AVERAGE DOM	32	45	-29%
	% OF ASKING PRICE	103%	104%	
	AVERAGE SOLD PRICE	\$414,235	\$420,893	-2%
	# OF CONTRACTS	18	29	-38%
	NEW LISTINGS	36	40	-10%
Condo/Co-op/TH	AVERAGE DOM	37	12	208%
	% OF ASKING PRICE	99%	104%	
	AVERAGE SOLD PRICE	\$382,000	\$325,000	18%
	# OF CONTRACTS	2	6	-67%
	NEW LISTINGS	2	8	-75%

Rahway

MARCH 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Roselle

MARCH 2023

UNDER CONTRACT

17
Total
Properties

\$381K
Average
Price

\$389K
Median
Price

13%
Increase From
Mar 2022

8%
Increase From
Mar 2022

1%
Increase From
Mar 2022

UNITS SOLD

20
Total
Properties

\$375K
Average
Price

\$432K
Median
Price

33%
Increase From
Mar 2022

10%
Increase From
Mar 2022

15%
Increase From
Mar 2022

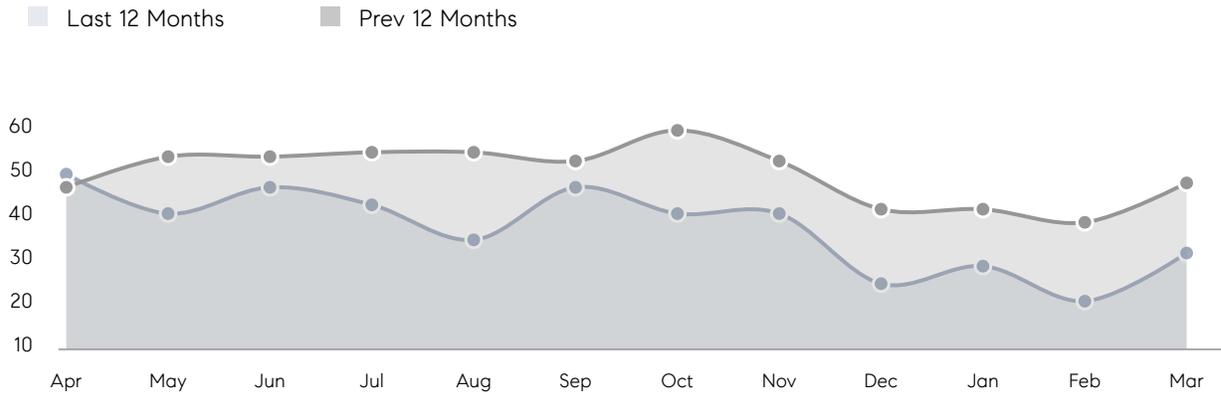
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	19	34	-44%
	% OF ASKING PRICE	104%	104%	
	AVERAGE SOLD PRICE	\$375,795	\$342,400	9.8%
	# OF CONTRACTS	17	15	13.3%
	NEW LISTINGS	21	29	-28%
Houses	AVERAGE DOM	20	39	-49%
	% OF ASKING PRICE	102%	104%	
	AVERAGE SOLD PRICE	\$447,067	\$376,333	19%
	# OF CONTRACTS	14	11	27%
	NEW LISTINGS	20	25	-20%
Condo/Co-op/TH	AVERAGE DOM	14	13	8%
	% OF ASKING PRICE	112%	105%	
	AVERAGE SOLD PRICE	\$161,980	\$206,667	-22%
	# OF CONTRACTS	3	4	-25%
	NEW LISTINGS	1	4	-75%

Roselle

MARCH 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Roselle Park

MARCH 2023

UNDER CONTRACT

12
Total
Properties

\$424K
Average
Price

\$452K
Median
Price

-8%
Decrease From
Mar 2022

19%
Increase From
Mar 2022

19%
Increase From
Mar 2022

UNITS SOLD

2
Total
Properties

\$402K
Average
Price

\$402K
Median
Price

-78%
Decrease From
Mar 2022

1%
Increase From
Mar 2022

1%
Change From
Mar 2022

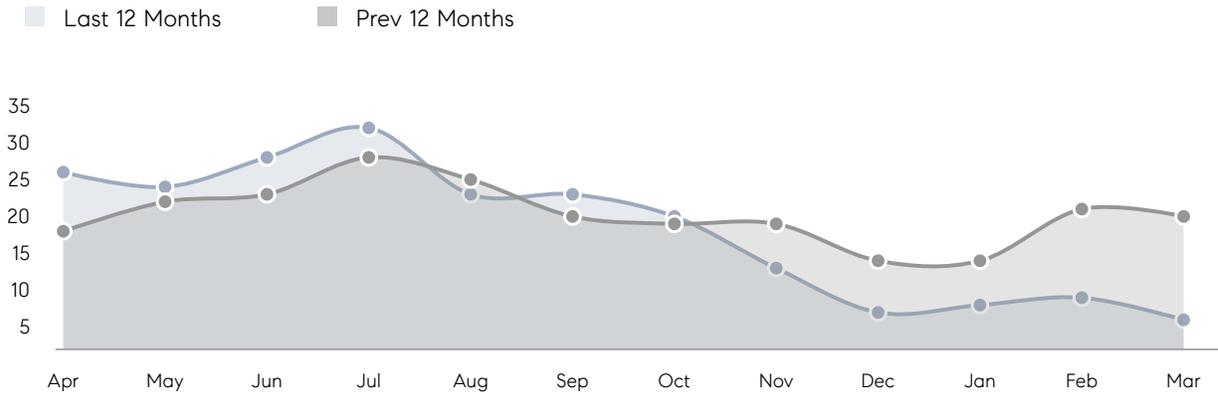
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	27	23	17%
	% OF ASKING PRICE	106%	102%	
	AVERAGE SOLD PRICE	\$402,500	\$397,778	1.2%
	# OF CONTRACTS	12	13	-7.7%
	NEW LISTINGS	10	13	-23%
Houses	AVERAGE DOM	27	25	8%
	% OF ASKING PRICE	106%	102%	
	AVERAGE SOLD PRICE	\$402,500	\$418,750	-4%
	# OF CONTRACTS	11	10	10%
	NEW LISTINGS	10	11	-9%
Condo/Co-op/TH	AVERAGE DOM	-	8	-
	% OF ASKING PRICE	-	105%	
	AVERAGE SOLD PRICE	-	\$230,000	-
	# OF CONTRACTS	1	3	-67%
	NEW LISTINGS	0	2	0%

Roselle Park

MARCH 2023

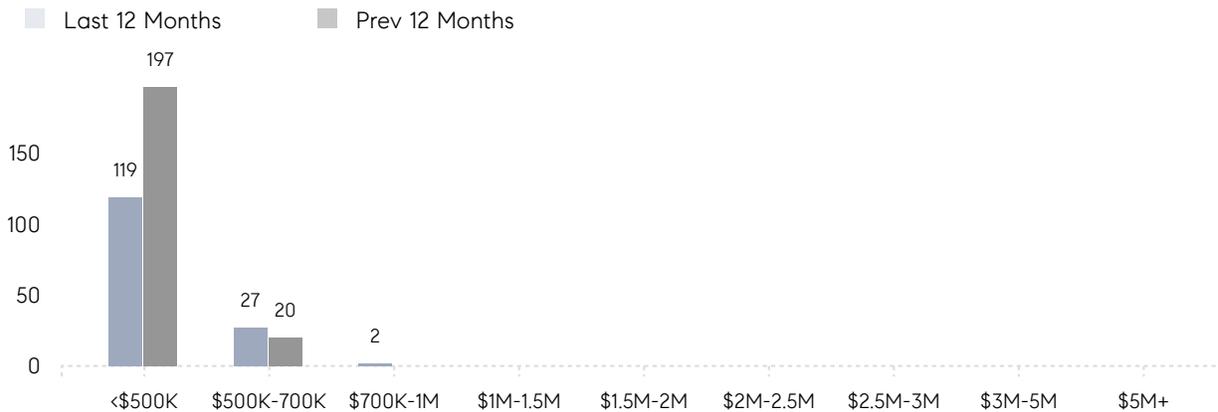
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Scotch Plains

MARCH 2023

UNDER CONTRACT

36
Total
Properties

\$981K
Average
Price

\$934K
Median
Price

50%
Increase From
Mar 2022

40%
Increase From
Mar 2022

48%
Increase From
Mar 2022

UNITS SOLD

15
Total
Properties

\$982K
Average
Price

\$800K
Median
Price

-35%
Decrease From
Mar 2022

34%
Increase From
Mar 2022

30%
Increase From
Mar 2022

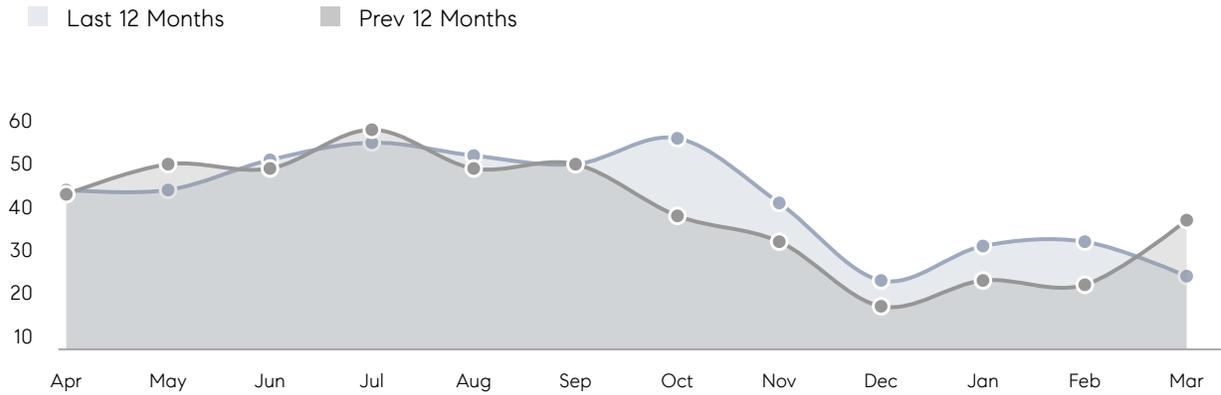
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	55	37	49%
	% OF ASKING PRICE	101%	106%	
	AVERAGE SOLD PRICE	\$982,300	\$732,256	34.1%
	# OF CONTRACTS	36	24	50.0%
	NEW LISTINGS	34	46	-26%
Houses	AVERAGE DOM	65	38	71%
	% OF ASKING PRICE	101%	106%	
	AVERAGE SOLD PRICE	\$1,112,042	\$783,095	42%
	# OF CONTRACTS	34	22	55%
	NEW LISTINGS	32	38	-16%
Condo/Co-op/TH	AVERAGE DOM	16	27	-41%
	% OF ASKING PRICE	102%	105%	
	AVERAGE SOLD PRICE	\$463,333	\$393,333	18%
	# OF CONTRACTS	2	2	0%
	NEW LISTINGS	2	8	-75%

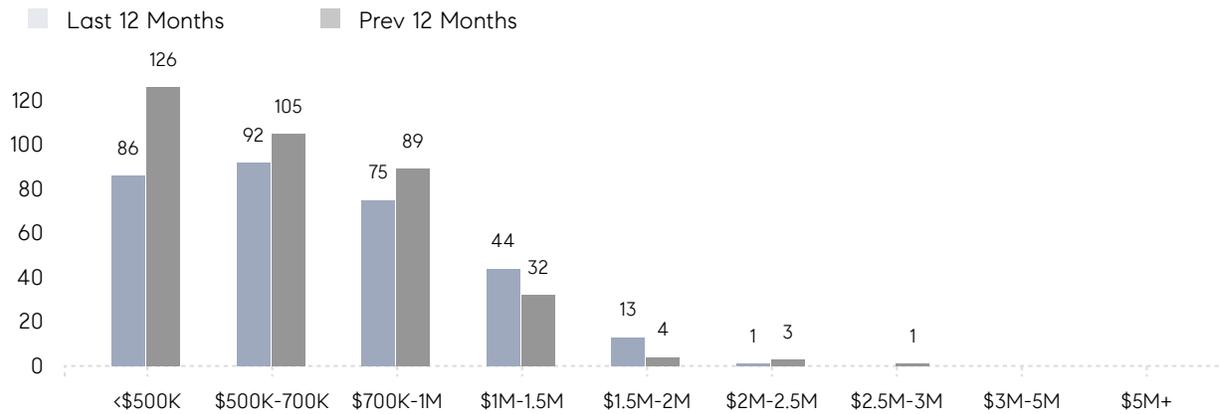
Scotch Plains

MARCH 2023

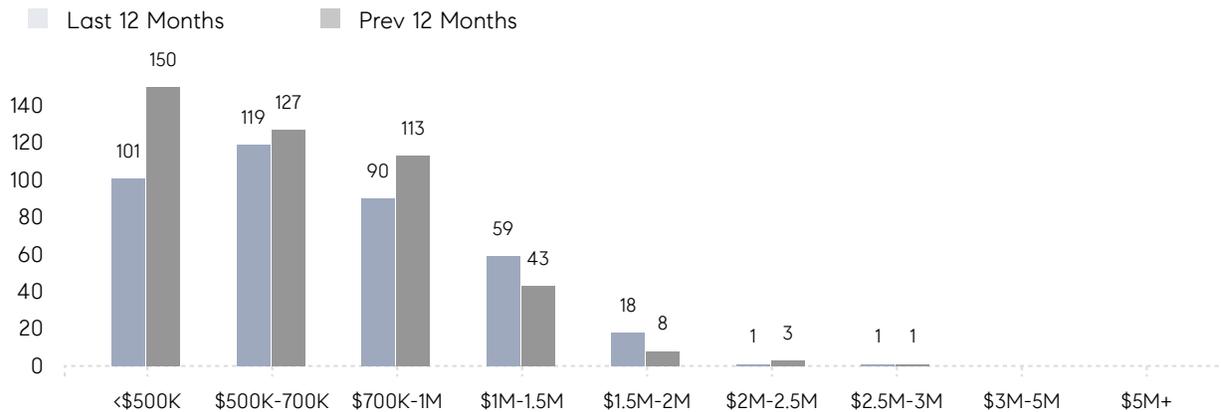
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Springfield

MARCH 2023

UNDER CONTRACT

14
Total
Properties

\$601K
Average
Price

\$549K
Median
Price

-26%
Decrease From
Mar 2022

6%
Increase From
Mar 2022

0%
Change From
Mar 2022

UNITS SOLD

8
Total
Properties

\$572K
Average
Price

\$534K
Median
Price

-43%
Decrease From
Mar 2022

-2%
Decrease From
Mar 2022

-5%
Decrease From
Mar 2022

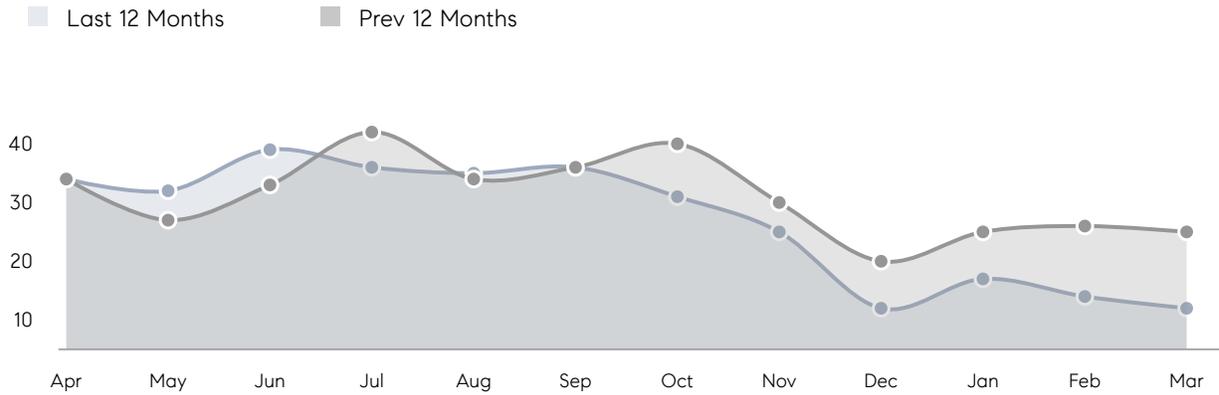
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	19	25	-24%
	% OF ASKING PRICE	104%	105%	
	AVERAGE SOLD PRICE	\$572,267	\$583,113	-1.9%
	# OF CONTRACTS	14	19	-26.3%
	NEW LISTINGS	17	20	-15%
Houses	AVERAGE DOM	20	20	0%
	% OF ASKING PRICE	104%	107%	
	AVERAGE SOLD PRICE	\$587,305	\$660,871	-11%
	# OF CONTRACTS	13	17	-24%
	NEW LISTINGS	15	17	-12%
Condo/Co-op/TH	AVERAGE DOM	11	42	-74%
	% OF ASKING PRICE	102%	97%	
	AVERAGE SOLD PRICE	\$467,000	\$298,000	57%
	# OF CONTRACTS	1	2	-50%
	NEW LISTINGS	2	3	-33%

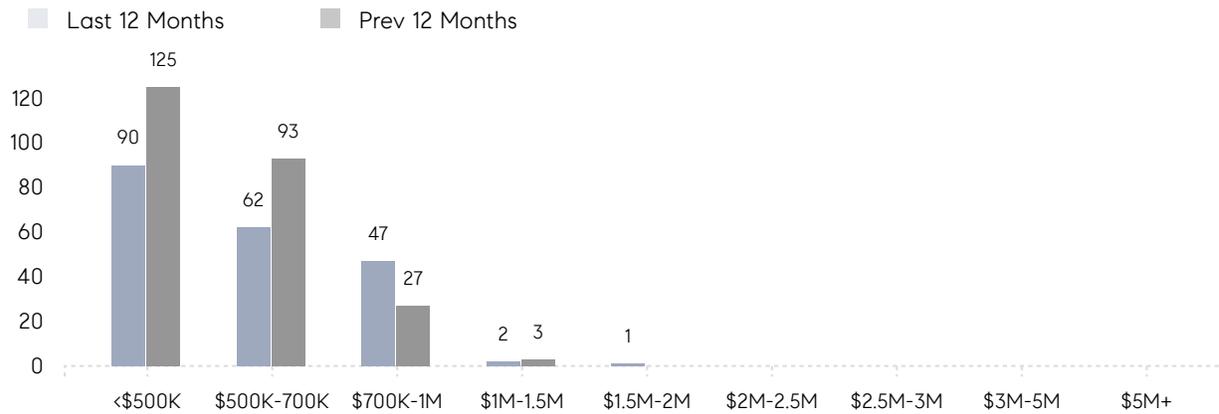
Springfield

MARCH 2023

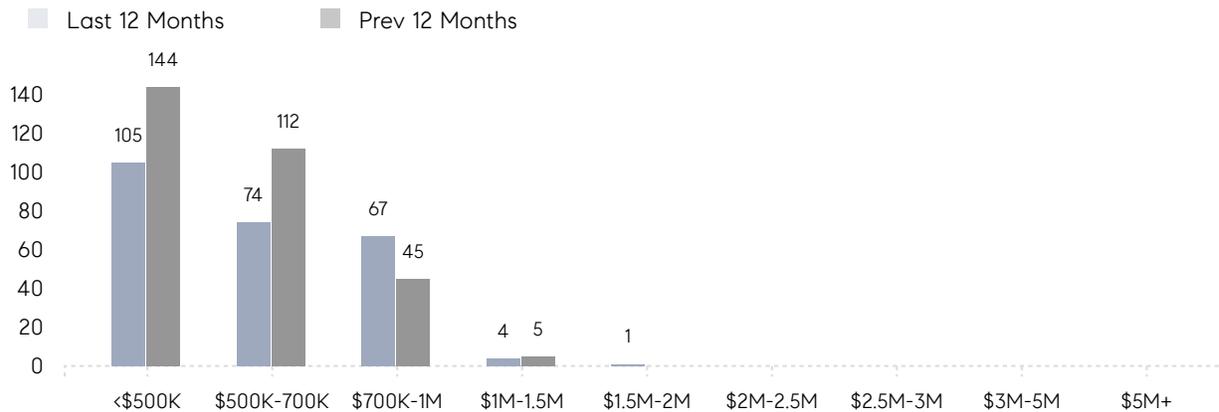
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Summit

MARCH 2023

UNDER CONTRACT

28	\$1.3M	\$1.3M
Total Properties	Average Price	Median Price
-38%	13%	19%
Decrease From Mar 2022	Increase From Mar 2022	Increase From Mar 2022

UNITS SOLD

16	\$1.3M	\$897K
Total Properties	Average Price	Median Price
-16%	9%	0%
Decrease From Mar 2022	Increase From Mar 2022	Change From Mar 2022

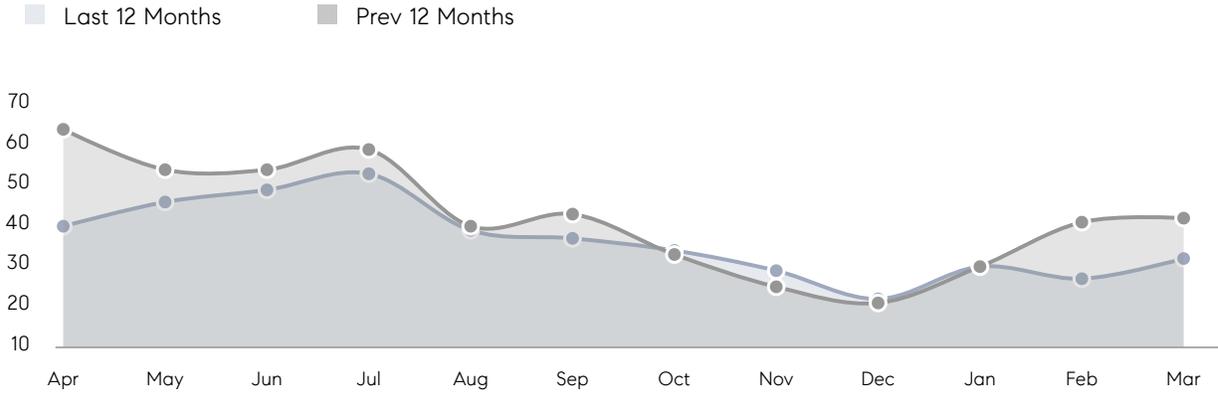
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	28	20	40%
	% OF ASKING PRICE	103%	105%	
	AVERAGE SOLD PRICE	\$1,351,000	\$1,242,421	8.7%
	# OF CONTRACTS	28	45	-37.8%
	NEW LISTINGS	37	50	-26%
Houses	AVERAGE DOM	30	16	88%
	% OF ASKING PRICE	102%	108%	
	AVERAGE SOLD PRICE	\$1,476,143	\$1,570,154	-6%
	# OF CONTRACTS	25	34	-26%
	NEW LISTINGS	34	42	-19%
Condo/Co-op/TH	AVERAGE DOM	14	30	-53%
	% OF ASKING PRICE	104%	99%	
	AVERAGE SOLD PRICE	\$475,000	\$532,333	-11%
	# OF CONTRACTS	3	11	-73%
	NEW LISTINGS	3	8	-62%

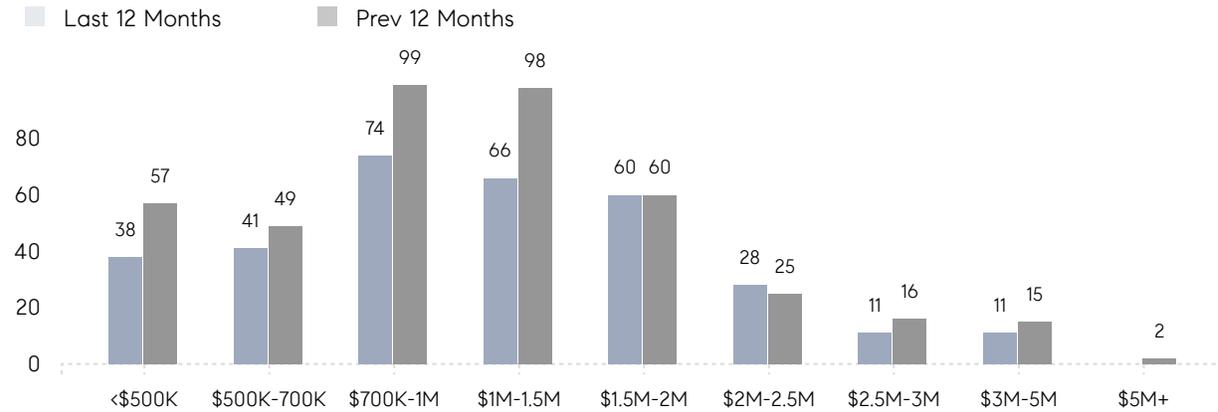
Summit

MARCH 2023

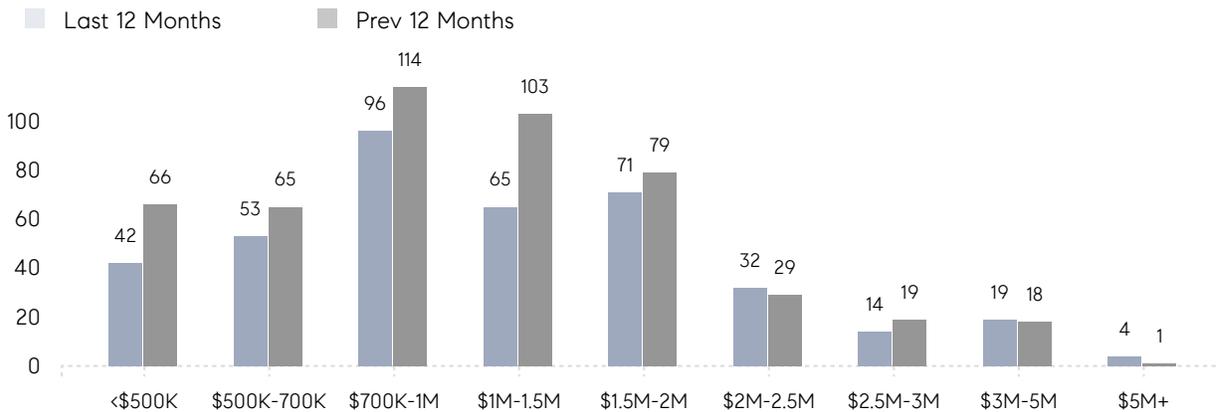
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Union

MARCH 2023

UNDER CONTRACT

54
Total
Properties

\$542K
Average
Price

\$512K
Median
Price

-2%
Decrease From
Mar 2022

15%
Increase From
Mar 2022

15%
Increase From
Mar 2022

UNITS SOLD

31
Total
Properties

\$529K
Average
Price

\$525K
Median
Price

-43%
Decrease From
Mar 2022

14%
Increase From
Mar 2022

13%
Increase From
Mar 2022

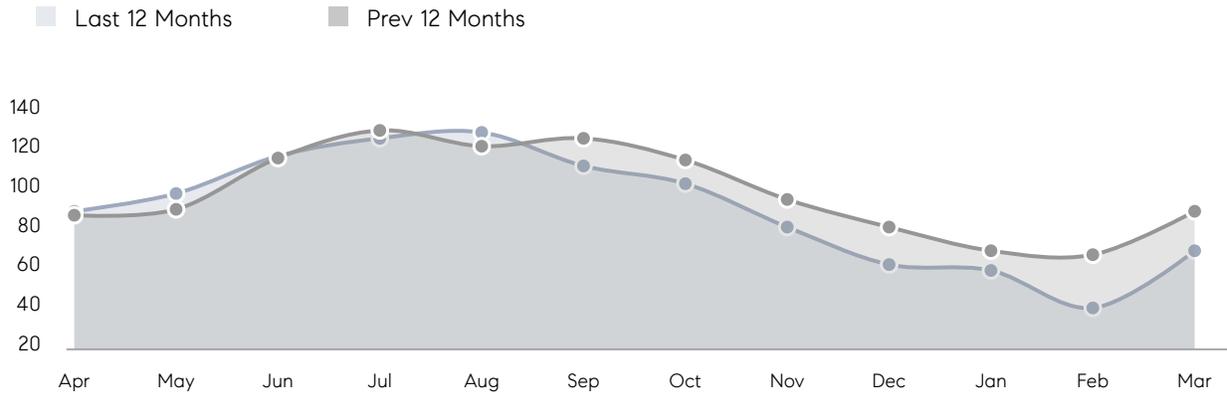
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	55	39	41%
	% OF ASKING PRICE	102%	104%	
	AVERAGE SOLD PRICE	\$529,103	\$462,433	14.4%
	# OF CONTRACTS	54	55	-1.8%
	NEW LISTINGS	79	85	-7%
Houses	AVERAGE DOM	60	45	33%
	% OF ASKING PRICE	102%	104%	
	AVERAGE SOLD PRICE	\$507,911	\$501,826	1%
	# OF CONTRACTS	44	50	-12%
	NEW LISTINGS	64	75	-15%
Condo/Co-op/TH	AVERAGE DOM	7	17	-59%
	% OF ASKING PRICE	100%	103%	
	AVERAGE SOLD PRICE	\$726,901	\$308,445	136%
	# OF CONTRACTS	10	5	100%
	NEW LISTINGS	15	10	50%

Union

MARCH 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Westfield

MARCH 2023

UNDER CONTRACT

41
Total
Properties

\$990K
Average
Price

\$829K
Median
Price

-7%
Decrease From
Mar 2022

2%
Increase From
Mar 2022

2%
Increase From
Mar 2022

UNITS SOLD

14
Total
Properties

\$1.1M
Average
Price

\$801K
Median
Price

-62%
Decrease From
Mar 2022

17%
Increase From
Mar 2022

-11%
Decrease From
Mar 2022

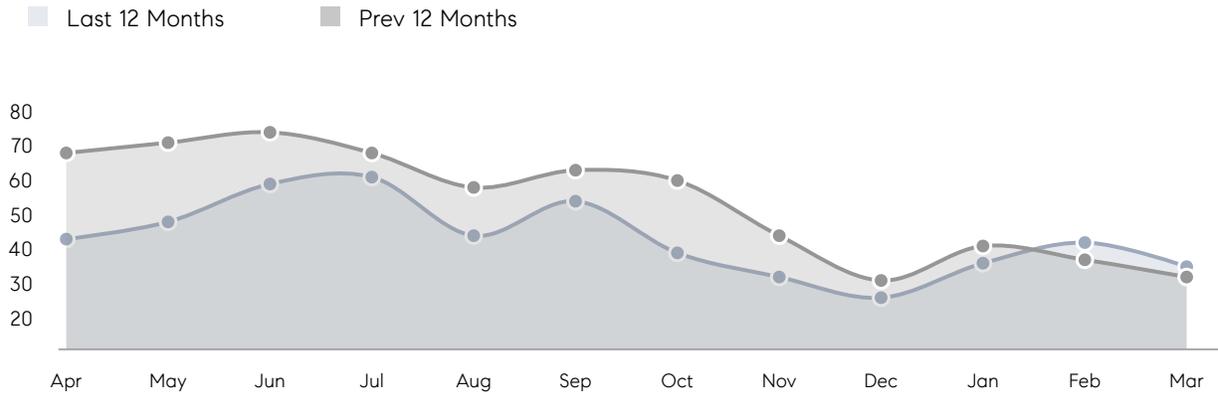
Property Statistics

		Mar 2023	Mar 2022	% Change
Overall	AVERAGE DOM	30	32	-6%
	% OF ASKING PRICE	102%	105%	
	AVERAGE SOLD PRICE	\$1,138,964	\$974,030	16.9%
	# OF CONTRACTS	41	44	-6.8%
	NEW LISTINGS	42	44	-5%
Houses	AVERAGE DOM	30	30	0%
	% OF ASKING PRICE	102%	105%	
	AVERAGE SOLD PRICE	\$1,138,964	\$1,058,410	8%
	# OF CONTRACTS	41	43	-5%
	NEW LISTINGS	41	43	-5%
Condo/Co-op/TH	AVERAGE DOM	-	40	-
	% OF ASKING PRICE	-	99%	
	AVERAGE SOLD PRICE	-	\$434,000	-
	# OF CONTRACTS	0	1	0%
	NEW LISTINGS	1	1	0%

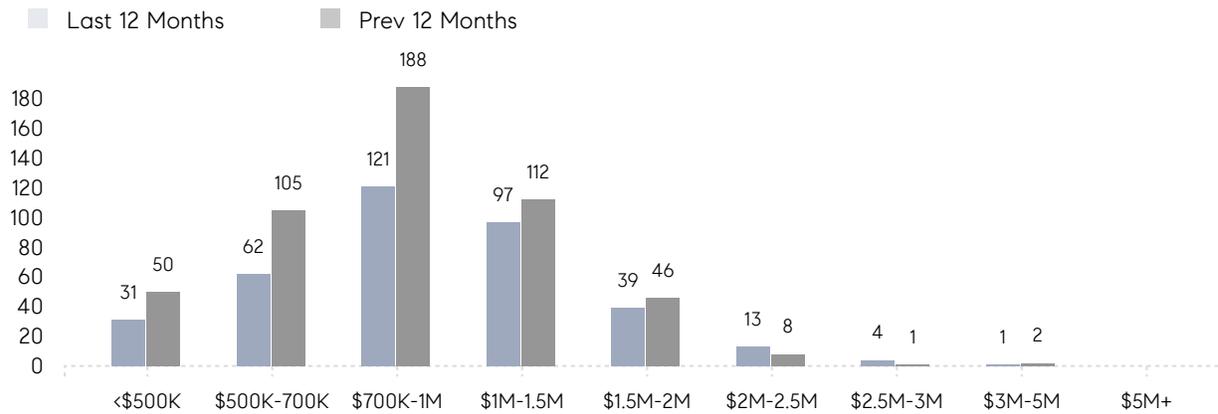
Westfield

MARCH 2023

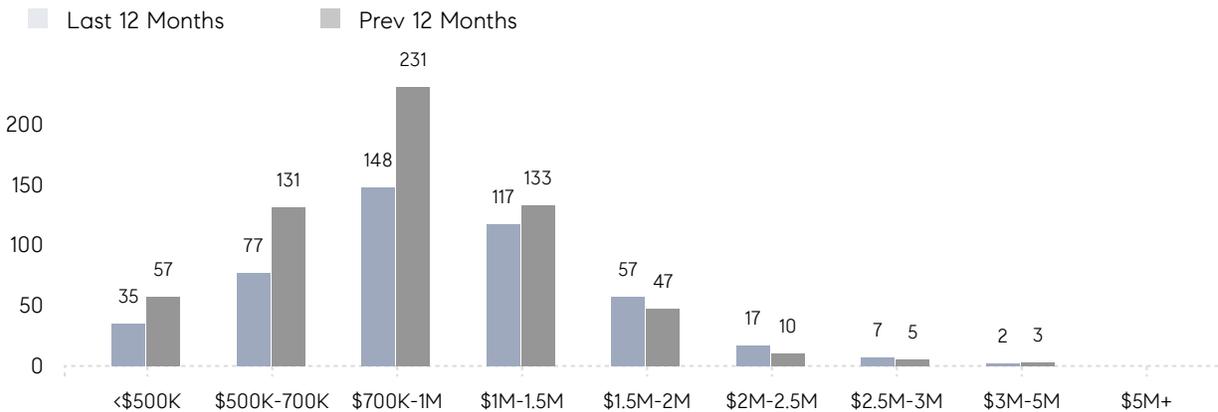
Monthly Inventory

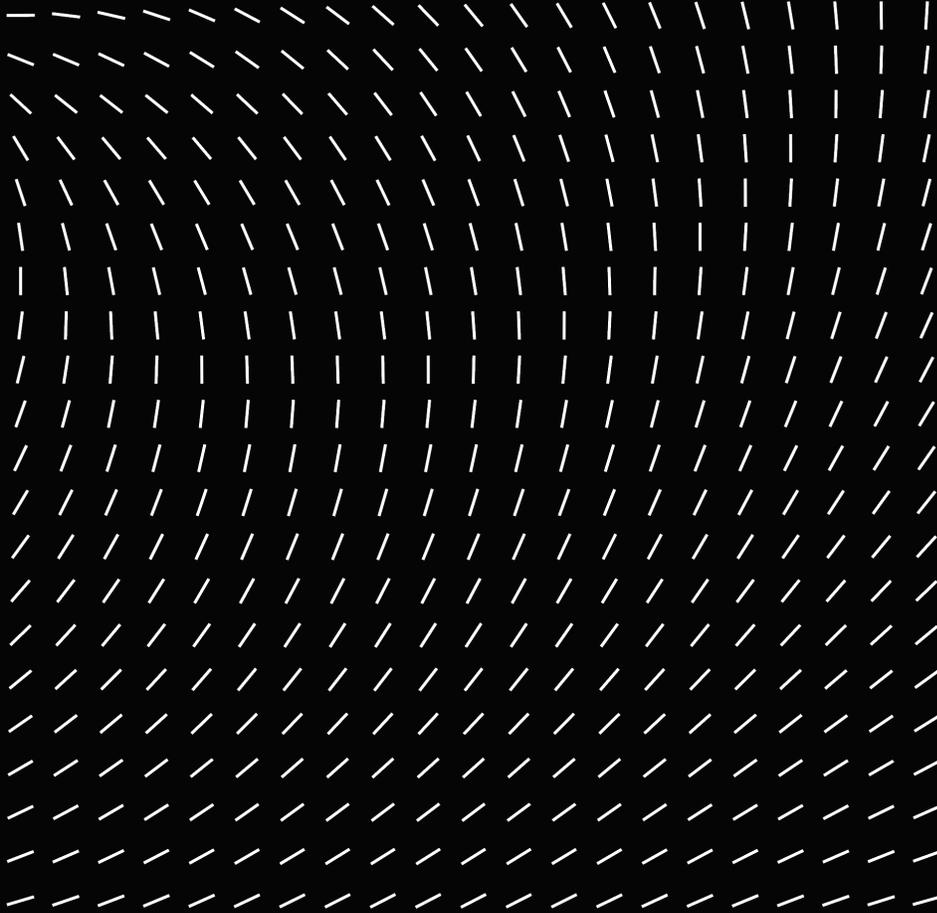


Contracts By Price Range



Listings By Price Range





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Berkeley Heights

MARCH 2023



\$646K

Average
Sales Price

-18%

Decrease In Sales
From Mar 2022

\$549K

Median
Sales Price

-21%

Decrease In Contracts
From Mar 2022

100%

Average %
Of Asking Price

6%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Clark

MARCH 2023



\$601K

Average
Sales Price

-15%

Decrease In Sales
From Mar 2022

\$630K

Median
Sales Price

-22%

Decrease In Contracts
From Mar 2022

100%

Average %
Of Asking Price

-7%

Decrease In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Cranford

MARCH 2023



\$681K

Average
Sales Price

23%

Increase In Sales
From Mar 2022

\$664K

Median
Sales Price

-55%

Decrease In Contracts
From Mar 2022

105%

Average %
Of Asking Price

41%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Elizabeth

MARCH 2023



\$460K

Average
Sales Price

-72%

Decrease In Sales
From Mar 2022

\$450K

Median
Sales Price

-46%

Decrease In Contracts
From Mar 2022

102%

Average %
Of Asking Price

6%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Fanwood

MARCH 2023



\$633K

Average
Sales Price

-20%

Decrease In Sales
From Mar 2022

\$652K

Median
Sales Price

-9%

Decrease In Contracts
From Mar 2022

107%

Average %
Of Asking Price

125%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Garwood

MARCH 2023



\$447K

Average
Sales Price

0%

Change In Sales
From Mar 2022

\$447K

Median
Sales Price

0%

Change In Contracts
From Mar 2022

101%

Average %
Of Asking Price

7%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Hillside

MARCH 2023



\$437K

Average
Sales Price

-15%

Decrease In Sales
From Mar 2022

\$439K

Median
Sales Price

14%

Increase In Contracts
From Mar 2022

101%

Average %
Of Asking Price

16%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Kenilworth

MARCH 2023



\$554K

Average
Sales Price

0%

Change In Sales
From Mar 2022

\$549K

Median
Sales Price

-67%

Decrease In Contracts
From Mar 2022

102%

Average %
Of Asking Price

66%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Linden

MARCH 2023



\$456K

Average
Sales Price

-10%

Decrease In Sales
From Mar 2022

\$429K

Median
Sales Price

-47%

Decrease In Contracts
From Mar 2022

103%

Average %
Of Asking Price

42%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Mountainside

MARCH 2023



\$688K

Average
Sales Price

-57%

Decrease In Sales
From Mar 2022

\$670K

Median
Sales Price

-9%

Decrease In Contracts
From Mar 2022

100%

Average %
Of Asking Price

-88%

Decrease In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

New Providence

MARCH 2023



\$872K

Average
Sales Price

-60%

Decrease In Sales
From Mar 2022

\$944K

Median
Sales Price

-50%

Decrease In Contracts
From Mar 2022

101%

Average %
Of Asking Price

235%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Plainfield

MARCH 2023



\$414K

Average
Sales Price

-46%

Decrease In Sales
From Mar 2022

\$420K

Median
Sales Price

37%

Increase In Contracts
From Mar 2022

100%

Average %
Of Asking Price

77%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

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Rahway

MARCH 2023



\$412K

Average
Sales Price

-40%

Decrease In Sales
From Mar 2022

\$392K

Median
Sales Price

-43%

Decrease In Contracts
From Mar 2022

103%

Average %
Of Asking Price

-24%

Decrease In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Roselle

MARCH 2023



\$375K

Average
Sales Price

33%

Increase In Sales
From Mar 2022

\$432K

Median
Sales Price

13%

Increase In Contracts
From Mar 2022

104%

Average %
Of Asking Price

-44%

Decrease In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Roselle Park

MARCH 2023



\$402K

Average
Sales Price

-78%

Decrease In Sales
From Mar 2022

\$402K

Median
Sales Price

-8%

Decrease In Contracts
From Mar 2022

106%

Average %
Of Asking Price

17%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Scotch Plains

MARCH 2023



\$982K

Average
Sales Price

-35%

Decrease In Sales
From Mar 2022

\$800K

Median
Sales Price

50%

Increase In Contracts
From Mar 2022

101%

Average %
Of Asking Price

49%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Springfield

MARCH 2023



\$572K

Average
Sales Price

-43%

Decrease In Sales
From Mar 2022

\$534K

Median
Sales Price

-26%

Decrease In Contracts
From Mar 2022

104%

Average %
Of Asking Price

-24%

Decrease In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Summit

MARCH 2023



\$1.3M

Average
Sales Price

-16%

Decrease In Sales
From Mar 2022

\$897K

Median
Sales Price

-38%

Decrease In Contracts
From Mar 2022

103%

Average %
Of Asking Price

40%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Union

MARCH 2023



\$529K

Average
Sales Price

-43%

Decrease In Sales
From Mar 2022

\$525K

Median
Sales Price

-2%

Decrease In Contracts
From Mar 2022

102%

Average %
Of Asking Price

41%

Increase In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Westfield

MARCH 2023



\$1.1M

Average
Sales Price

-62%

Decrease In Sales
From Mar 2022

\$801K

Median
Sales Price

-7%

Decrease In Contracts
From Mar 2022

102%

Average %
Of Asking Price

-6%

Decrease In
Days On Market
From Mar 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS