

COMPASS

April 2023

Union Market Insights

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APRIL 2023

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Berkeley Heights

APRIL 2023

UNDER CONTRACT

13	\$721K	\$639K
Total Properties	Average Price	Median Price
-35%	-3%	-7%
Decrease From Apr 2022	Decrease From Apr 2022	Decrease From Apr 2022

UNITS SOLD

6	\$836K	\$725K
Total Properties	Average Price	Median Price
-57%	18%	14%
Decrease From Apr 2022	Increase From Apr 2022	Increase From Apr 2022

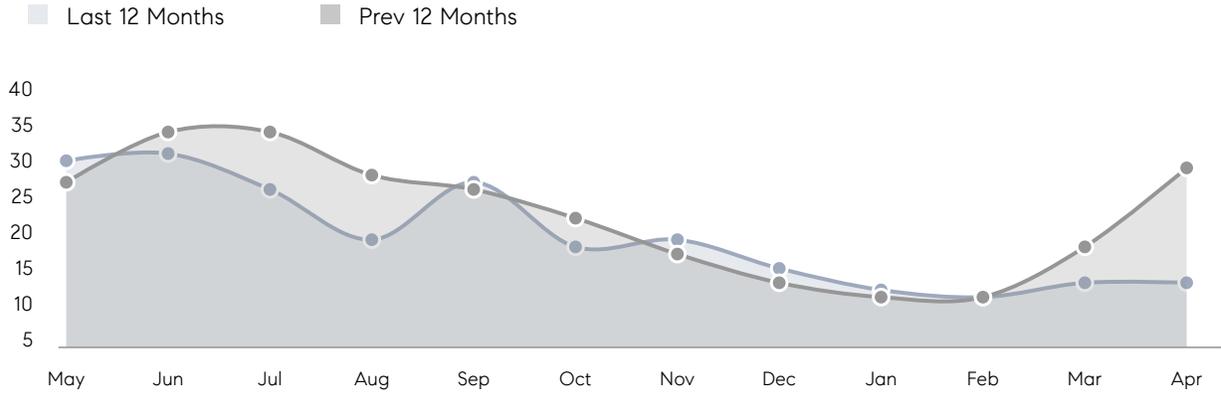
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	23	42	-45%
	% OF ASKING PRICE	107%	103%	
	AVERAGE SOLD PRICE	\$836,667	\$710,964	17.7%
	# OF CONTRACTS	13	20	-35.0%
	NEW LISTINGS	15	32	-53%
Houses	AVERAGE DOM	26	45	-42%
	% OF ASKING PRICE	107%	103%	
	AVERAGE SOLD PRICE	\$922,000	\$737,269	25%
	# OF CONTRACTS	10	17	-41%
	NEW LISTINGS	10	30	-67%
Condo/Co-op/TH	AVERAGE DOM	12	7	71%
	% OF ASKING PRICE	108%	106%	
	AVERAGE SOLD PRICE	\$410,000	\$369,000	11%
	# OF CONTRACTS	3	3	0%
	NEW LISTINGS	5	2	150%

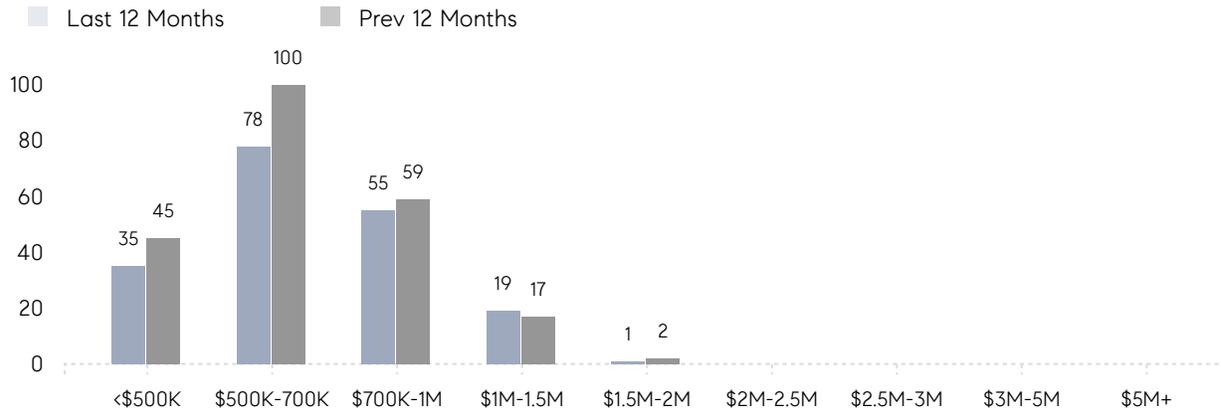
Berkeley Heights

APRIL 2023

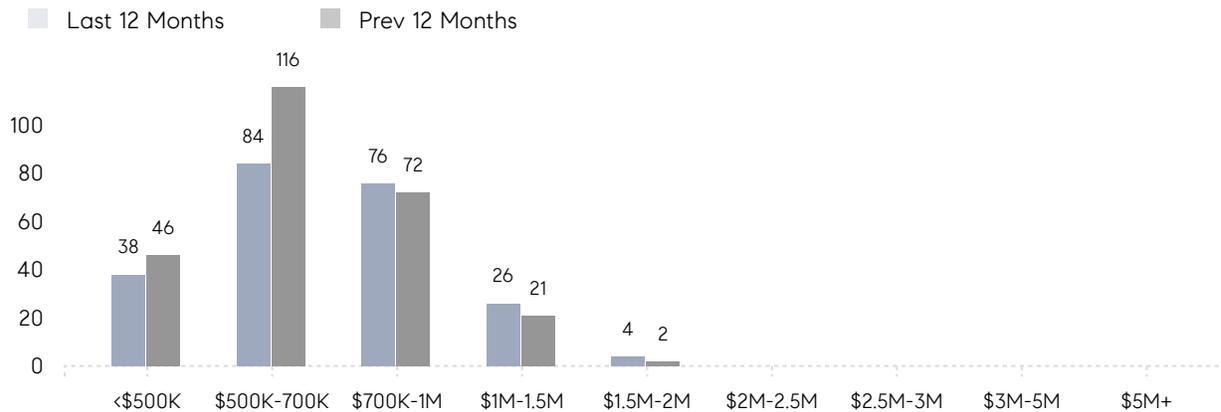
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Clark

APRIL 2023

UNDER CONTRACT

22	\$575K	\$519K
Total Properties	Average Price	Median Price
16%	-6%	-6%
Increase From Apr 2022	Decrease From Apr 2022	Decrease From Apr 2022

UNITS SOLD

5	\$821K	\$675K
Total Properties	Average Price	Median Price
-50%	39%	14%
Decrease From Apr 2022	Increase From Apr 2022	Increase From Apr 2022

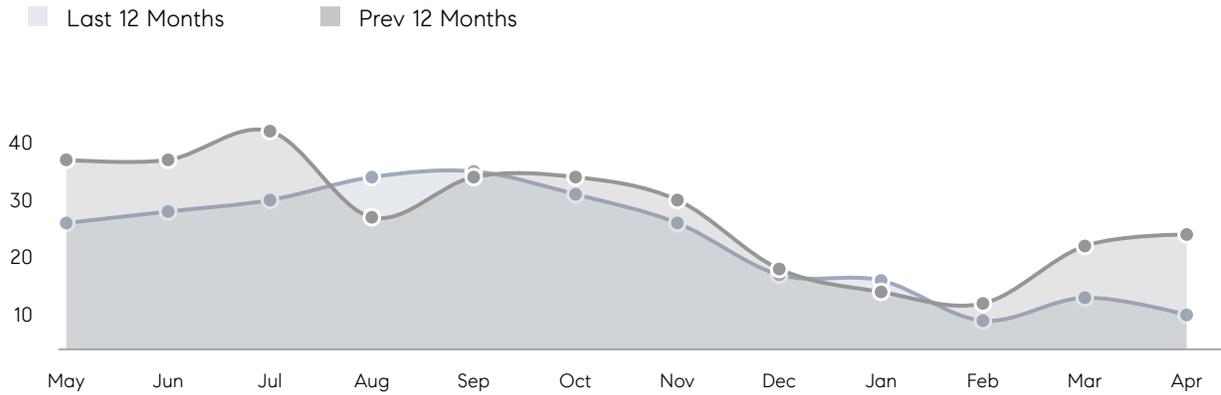
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	10	30	-67%
	% OF ASKING PRICE	104%	104%	
	AVERAGE SOLD PRICE	\$821,980	\$590,900	39.1%
	# OF CONTRACTS	22	19	15.8%
	NEW LISTINGS	20	23	-13%
Houses	AVERAGE DOM	10	30	-67%
	% OF ASKING PRICE	104%	104%	
	AVERAGE SOLD PRICE	\$821,980	\$592,111	39%
	# OF CONTRACTS	19	16	19%
	NEW LISTINGS	18	22	-18%
Condo/Co-op/TH	AVERAGE DOM	-	28	-
	% OF ASKING PRICE	-	101%	
	AVERAGE SOLD PRICE	-	\$580,000	-
	# OF CONTRACTS	3	3	0%
	NEW LISTINGS	2	1	100%

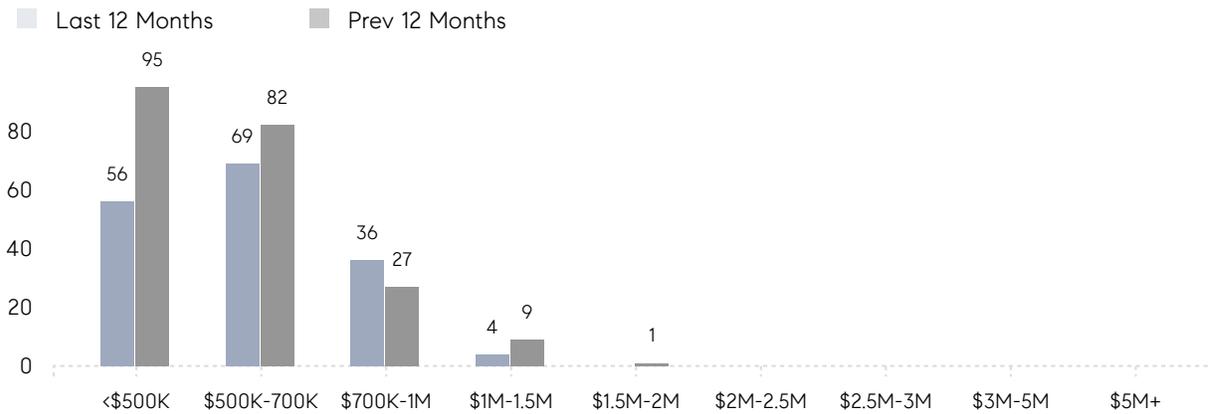
Clark

APRIL 2023

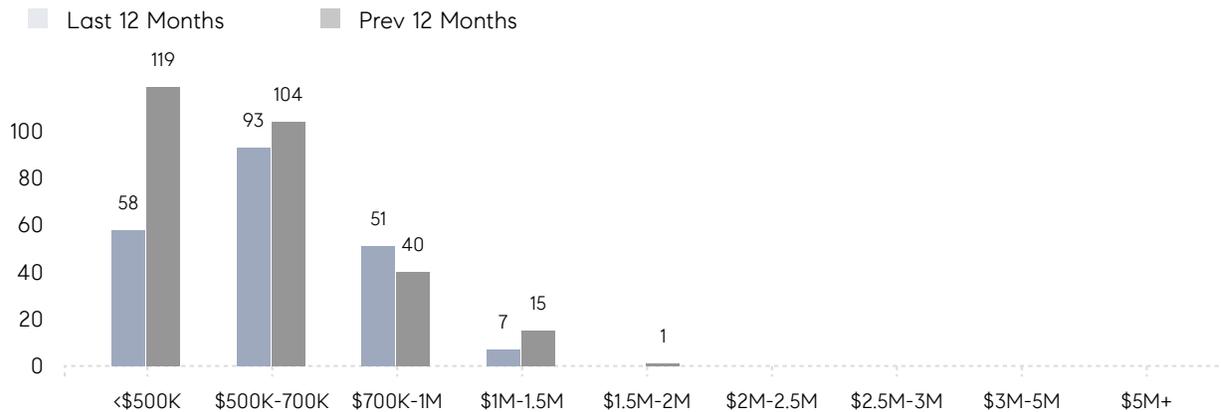
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Cranford

APRIL 2023

UNDER CONTRACT

23
Total
Properties

\$624K
Average
Price

\$674K
Median
Price

5%
Increase From
Apr 2022

1%
Change From
Apr 2022

9%
Increase From
Apr 2022

UNITS SOLD

9
Total
Properties

\$620K
Average
Price

\$665K
Median
Price

-71%
Decrease From
Apr 2022

-3%
Decrease From
Apr 2022

8%
Increase From
Apr 2022

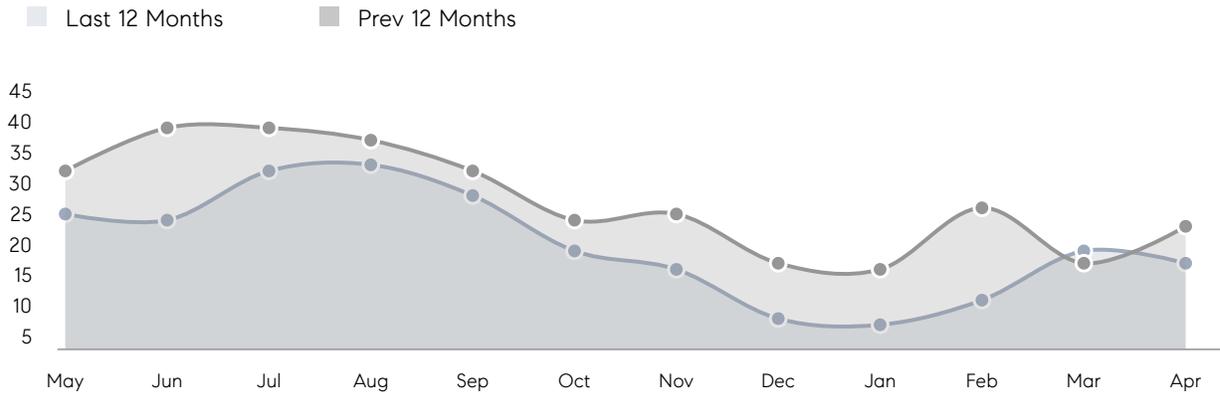
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	27	19	42%
	% OF ASKING PRICE	104%	106%	
	AVERAGE SOLD PRICE	\$620,023	\$636,161	-2.5%
	# OF CONTRACTS	23	22	4.5%
	NEW LISTINGS	23	30	-23%
Houses	AVERAGE DOM	28	20	40%
	% OF ASKING PRICE	104%	107%	
	AVERAGE SOLD PRICE	\$663,776	\$687,522	-3%
	# OF CONTRACTS	20	21	-5%
	NEW LISTINGS	20	30	-33%
Condo/Co-op/TH	AVERAGE DOM	17	16	6%
	% OF ASKING PRICE	100%	101%	
	AVERAGE SOLD PRICE	\$270,000	\$289,475	-7%
	# OF CONTRACTS	3	1	200%
	NEW LISTINGS	3	0	0%

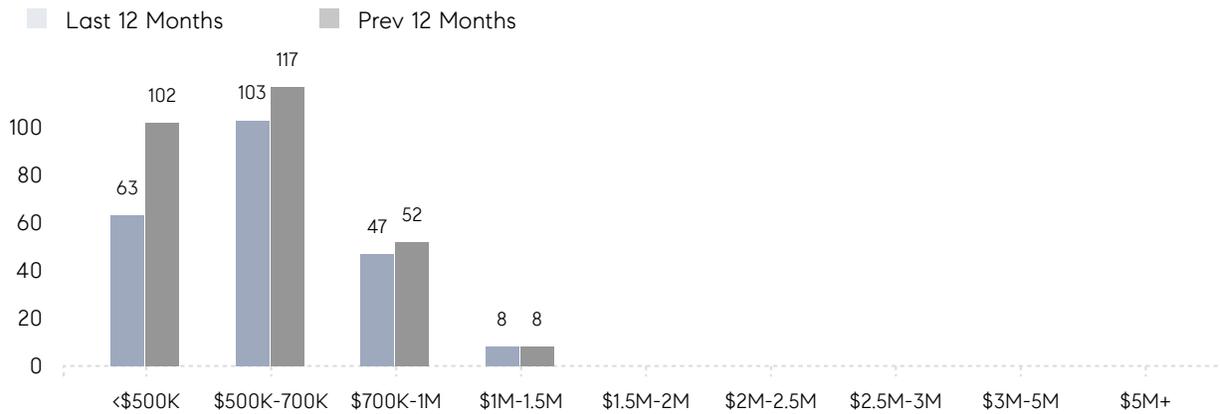
Cranford

APRIL 2023

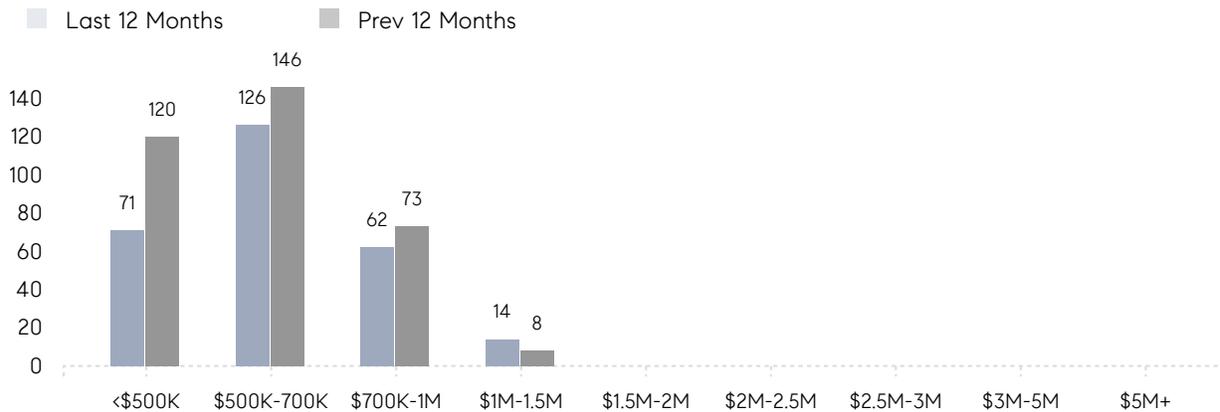
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Elizabeth

APRIL 2023

UNDER CONTRACT

23	\$374K	\$349K
Total Properties	Average Price	Median Price
-15%	-7%	-11%
Decrease From Apr 2022	Decrease From Apr 2022	Decrease From Apr 2022

UNITS SOLD

19	\$453K	\$460K
Total Properties	Average Price	Median Price
-17%	32%	46%
Decrease From Apr 2022	Increase From Apr 2022	Increase From Apr 2022

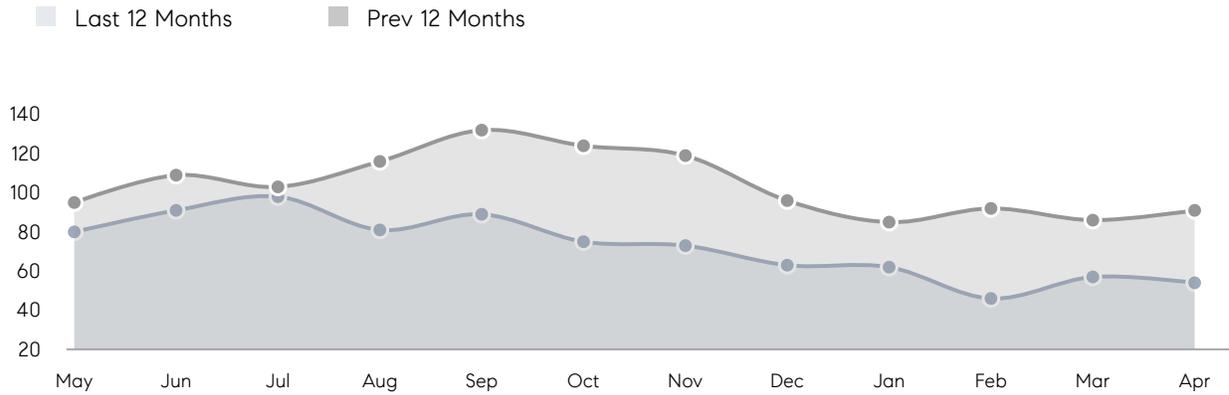
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	45	60	-25%
	% OF ASKING PRICE	104%	102%	
	AVERAGE SOLD PRICE	\$453,342	\$343,717	31.9%
	# OF CONTRACTS	23	27	-14.8%
	NEW LISTINGS	34	46	-26%
Houses	AVERAGE DOM	42	68	-38%
	% OF ASKING PRICE	105%	103%	
	AVERAGE SOLD PRICE	\$482,750	\$376,176	28%
	# OF CONTRACTS	12	17	-29%
	NEW LISTINGS	26	31	-16%
Condo/Co-op/TH	AVERAGE DOM	61	37	65%
	% OF ASKING PRICE	100%	102%	
	AVERAGE SOLD PRICE	\$296,500	\$251,750	18%
	# OF CONTRACTS	11	10	10%
	NEW LISTINGS	8	15	-47%

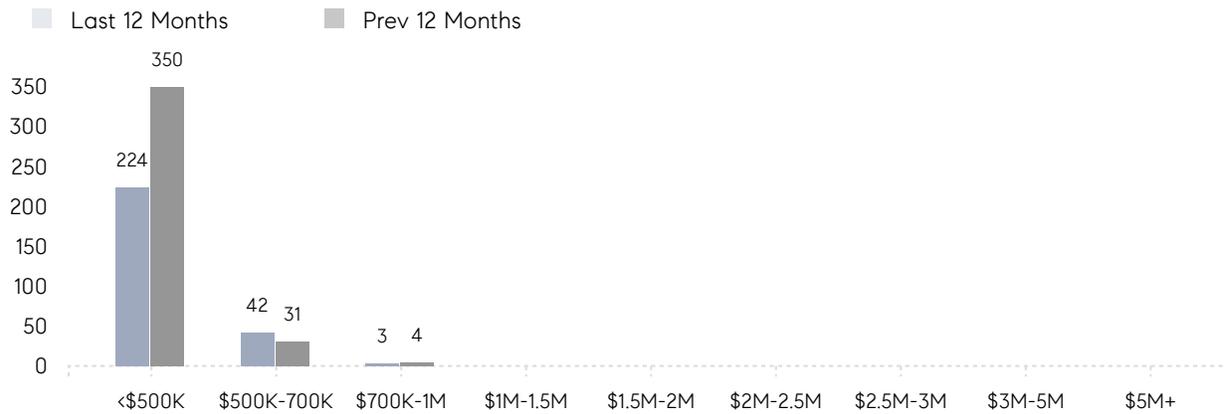
Elizabeth

APRIL 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Fanwood

APRIL 2023

UNDER CONTRACT

5	\$545K	\$589K
Total Properties	Average Price	Median Price
-58%	-13%	-2%
Decrease From Apr 2022	Decrease From Apr 2022	Decrease From Apr 2022

UNITS SOLD

3	\$720K	\$615K
Total Properties	Average Price	Median Price
-50%	31%	13%
Decrease From Apr 2022	Increase From Apr 2022	Increase From Apr 2022

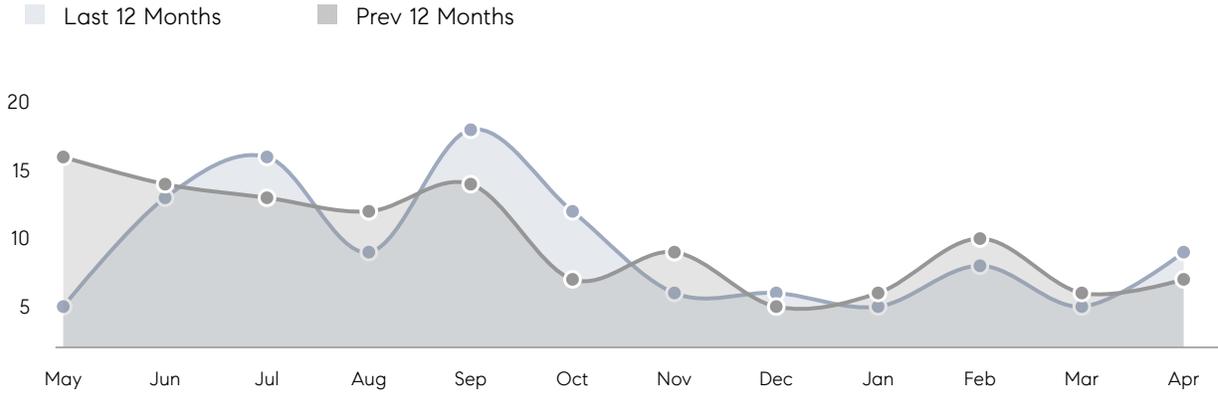
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	57	29	97%
	% OF ASKING PRICE	100%	110%	
	AVERAGE SOLD PRICE	\$720,000	\$548,795	31.2%
	# OF CONTRACTS	5	12	-58.3%
	NEW LISTINGS	12	13	-8%
Houses	AVERAGE DOM	79	29	172%
	% OF ASKING PRICE	98%	110%	
	AVERAGE SOLD PRICE	\$870,000	\$548,795	59%
	# OF CONTRACTS	5	12	-58%
	NEW LISTINGS	12	13	-8%
Condo/Co-op/TH	AVERAGE DOM	15	-	-
	% OF ASKING PRICE	105%	-	
	AVERAGE SOLD PRICE	\$420,000	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

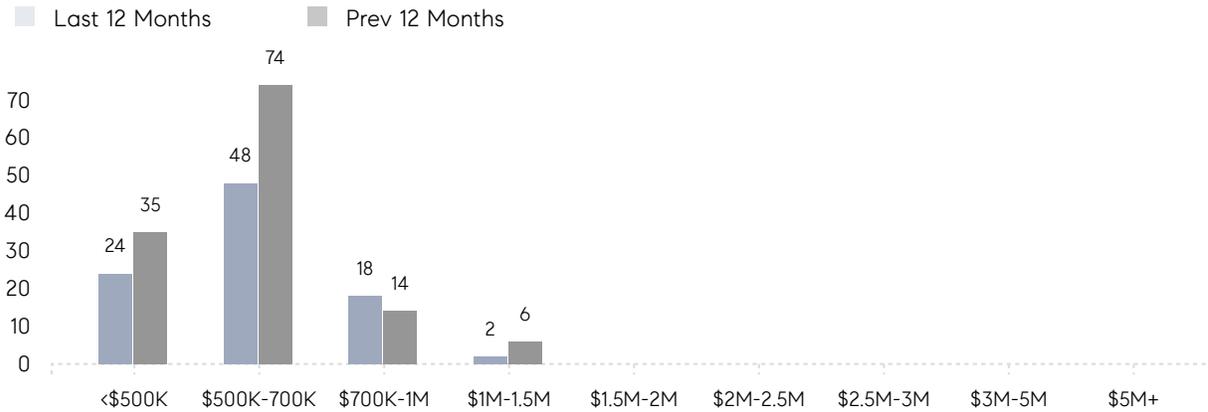
Fanwood

APRIL 2023

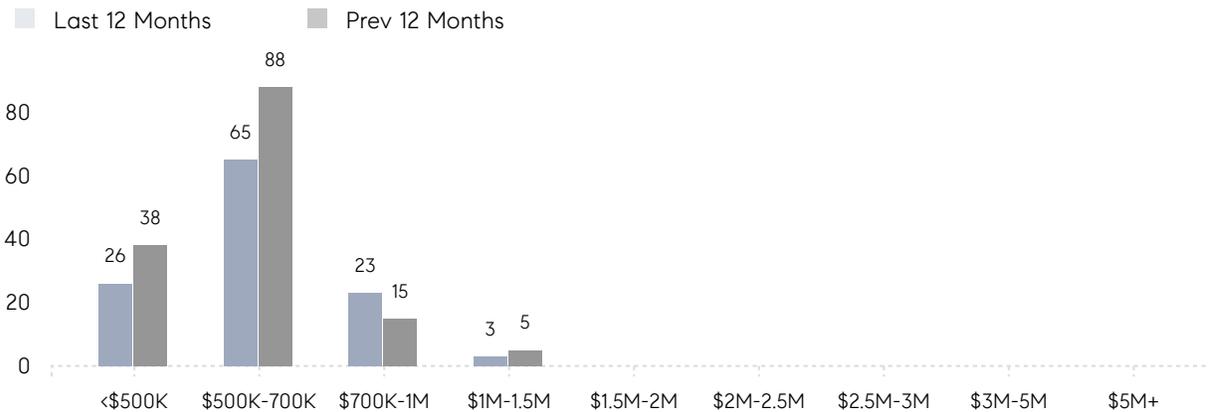
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Garwood

APRIL 2023

UNDER CONTRACT

1	\$360K	\$360K
Total Properties	Average Price	Median Price
-75%	-35%	-37%
Decrease From Apr 2022	Decrease From Apr 2022	Decrease From Apr 2022

UNITS SOLD

2	\$430K	\$430K
Total Properties	Average Price	Median Price
0%	-24%	-24%
Change From Apr 2022	Decrease From Apr 2022	Decrease From Apr 2022

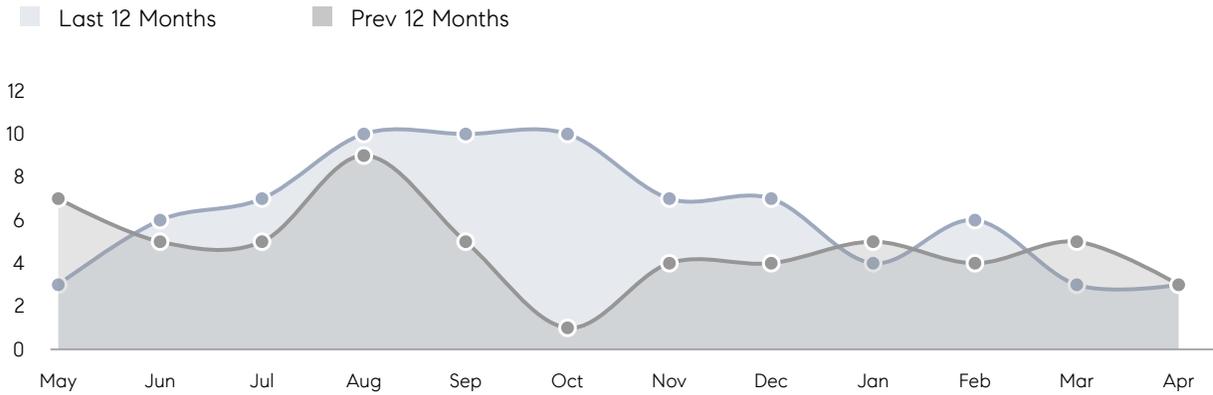
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	11	68	-84%
	% OF ASKING PRICE	102%	105%	
	AVERAGE SOLD PRICE	\$430,000	\$567,500	-24.2%
	# OF CONTRACTS	1	4	-75.0%
	NEW LISTINGS	2	2	0%
Houses	AVERAGE DOM	11	8	38%
	% OF ASKING PRICE	102%	110%	
	AVERAGE SOLD PRICE	\$430,000	\$550,000	-22%
	# OF CONTRACTS	1	4	-75%
	NEW LISTINGS	2	2	0%
Condo/Co-op/TH	AVERAGE DOM	-	127	-
	% OF ASKING PRICE	-	100%	
	AVERAGE SOLD PRICE	-	\$585,000	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

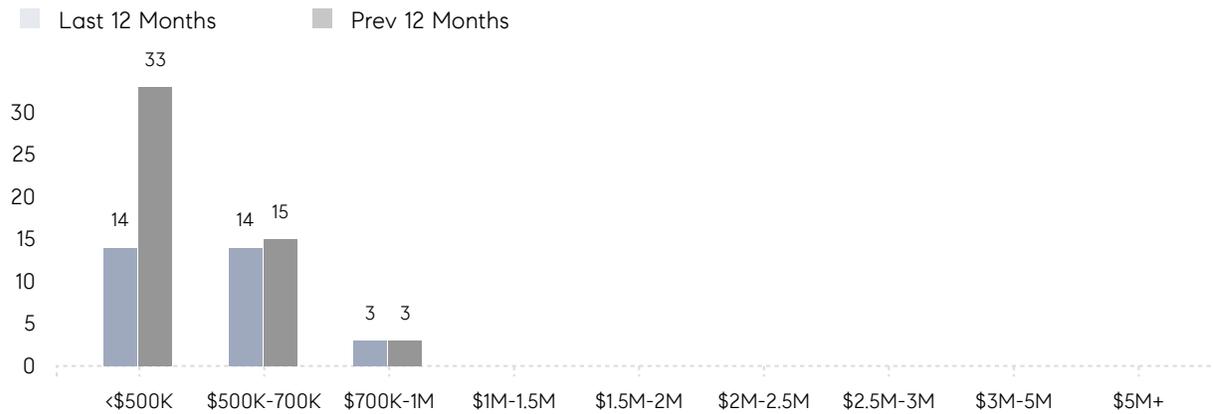
Garwood

APRIL 2023

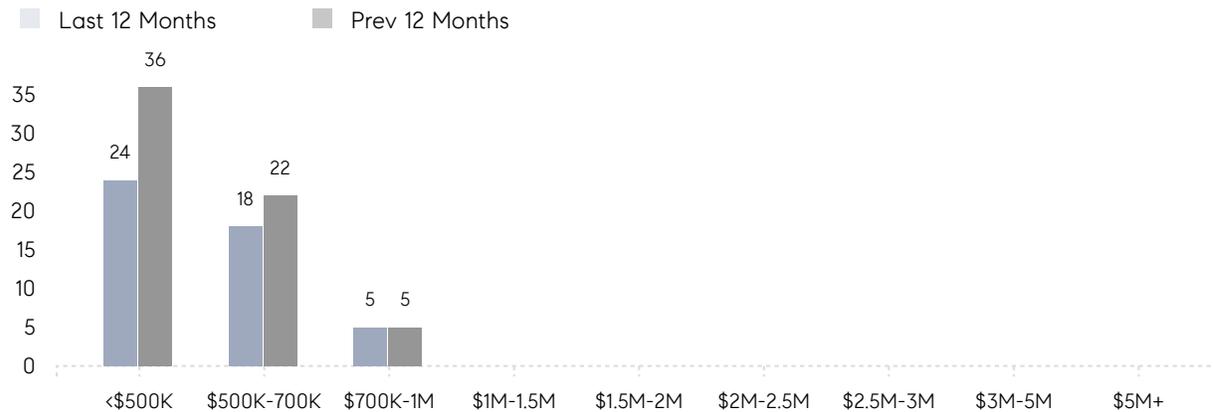
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Hillside

APRIL 2023

UNDER CONTRACT

11
Total
Properties

\$376K
Average
Price

\$390K
Median
Price

-45%
Decrease From
Apr 2022

7%
Increase From
Apr 2022

12%
Increase From
Apr 2022

UNITS SOLD

7
Total
Properties

\$435K
Average
Price

\$440K
Median
Price

-53%
Decrease From
Apr 2022

2%
Increase From
Apr 2022

1%
Increase From
Apr 2022

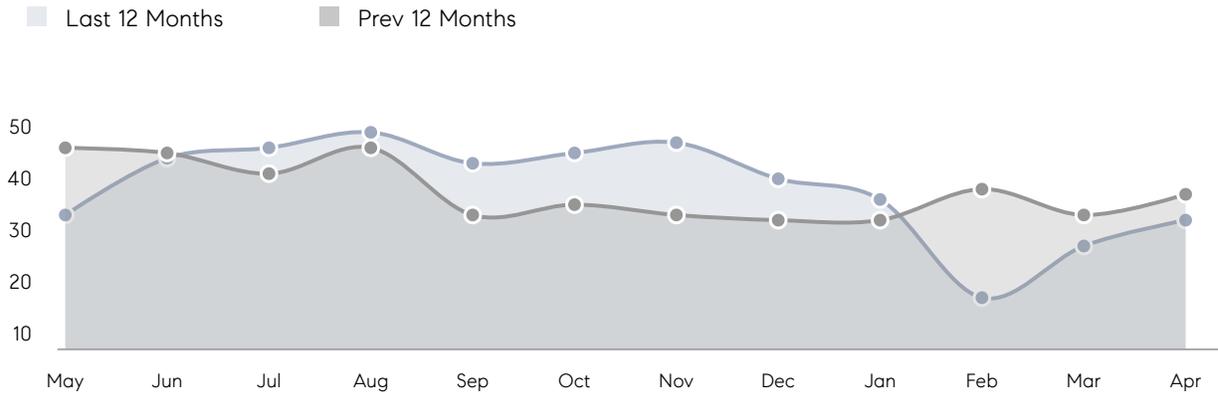
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	40	38	5%
	% OF ASKING PRICE	101%	110%	
	AVERAGE SOLD PRICE	\$435,000	\$424,400	2.5%
	# OF CONTRACTS	11	20	-45.0%
	NEW LISTINGS	16	30	-47%
Houses	AVERAGE DOM	40	38	5%
	% OF ASKING PRICE	101%	110%	
	AVERAGE SOLD PRICE	\$435,000	\$424,400	2%
	# OF CONTRACTS	11	20	-45%
	NEW LISTINGS	16	30	-47%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

Hillside

APRIL 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Kenilworth

APRIL 2023

UNDER CONTRACT

6
Total Properties

\$642K
Average Price

\$622K
Median Price

-14%
Decrease From Apr 2022

47%
Increase From Apr 2022

38%
Increase From Apr 2022

UNITS SOLD

2
Total Properties

\$672K
Average Price

\$672K
Median Price

-78%
Decrease From Apr 2022

32%
Increase From Apr 2022

31%
Increase From Apr 2022

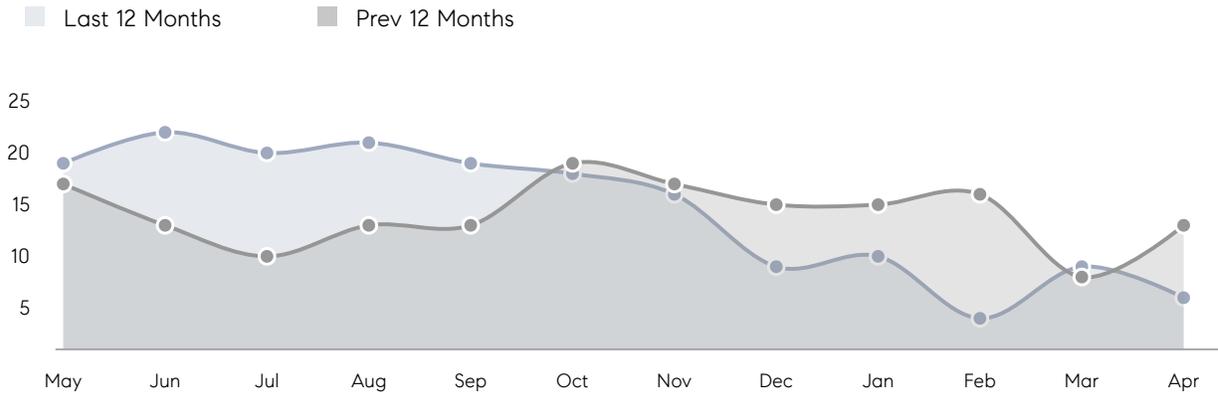
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	41	43	-5%
	% OF ASKING PRICE	102%	104%	
	AVERAGE SOLD PRICE	\$672,500	\$508,111	32.4%
	# OF CONTRACTS	6	7	-14.3%
	NEW LISTINGS	3	15	-80%
Houses	AVERAGE DOM	41	43	-5%
	% OF ASKING PRICE	102%	104%	
	AVERAGE SOLD PRICE	\$672,500	\$508,111	32%
	# OF CONTRACTS	6	7	-14%
	NEW LISTINGS	3	15	-80%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

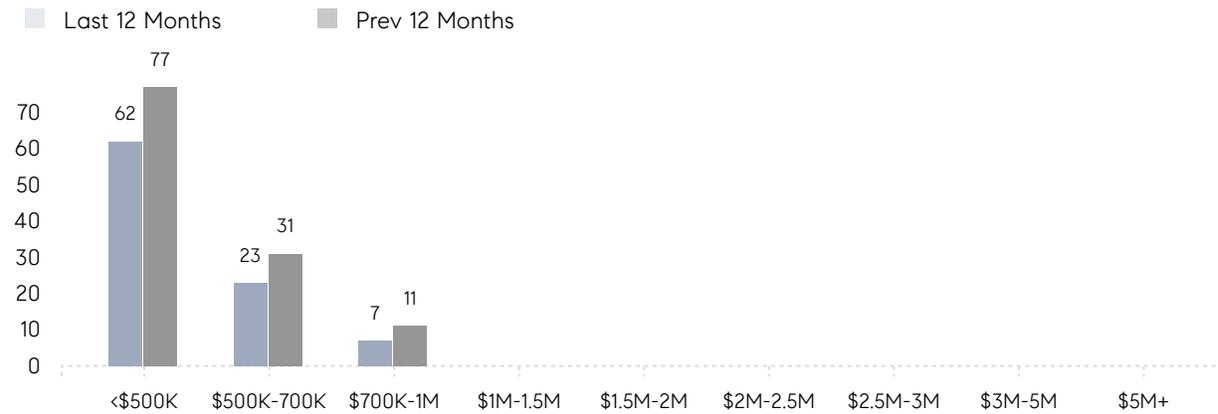
Kenilworth

APRIL 2023

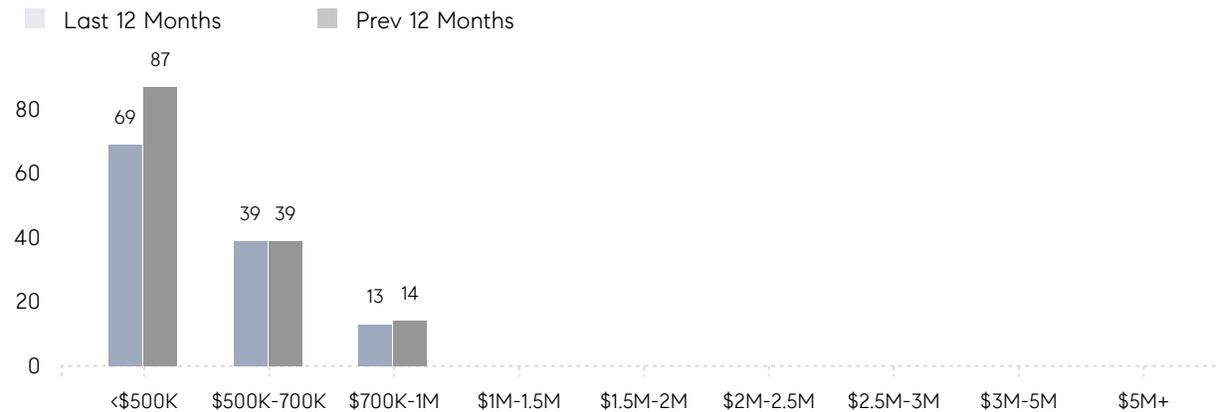
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Linden

APRIL 2023

UNDER CONTRACT

21	\$357K	\$349K
Total Properties	Average Price	Median Price
-12%	-11%	-12%
Decrease From Apr 2022	Decrease From Apr 2022	Decrease From Apr 2022

UNITS SOLD

14	\$528K	\$547K
Total Properties	Average Price	Median Price
-42%	13%	27%
Decrease From Apr 2022	Increase From Apr 2022	Increase From Apr 2022

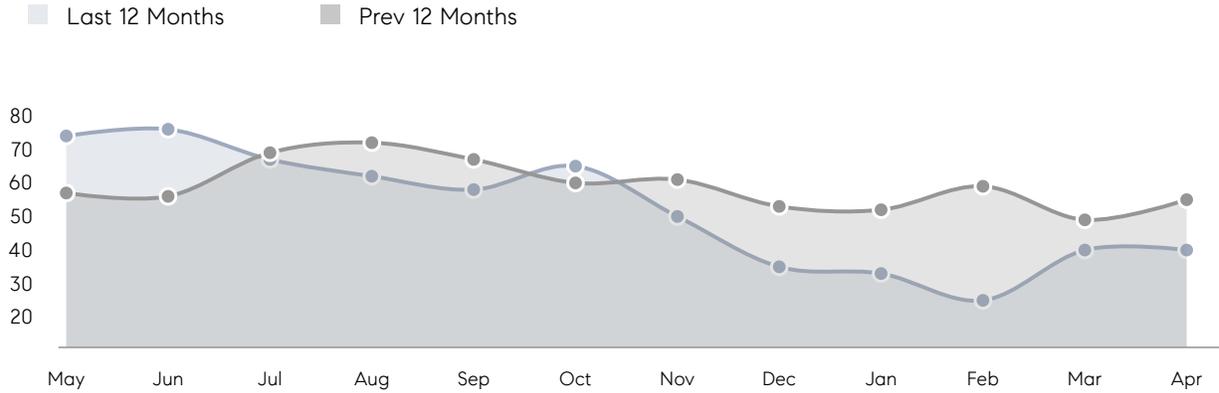
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	15	37	-59%
	% OF ASKING PRICE	107%	101%	
	AVERAGE SOLD PRICE	\$528,929	\$469,440	12.7%
	# OF CONTRACTS	21	24	-12.5%
	NEW LISTINGS	26	39	-33%
Houses	AVERAGE DOM	15	37	-59%
	% OF ASKING PRICE	107%	101%	
	AVERAGE SOLD PRICE	\$528,929	\$482,024	10%
	# OF CONTRACTS	16	23	-30%
	NEW LISTINGS	22	37	-41%
Condo/Co-op/TH	AVERAGE DOM	-	35	-
	% OF ASKING PRICE	-	106%	
	AVERAGE SOLD PRICE	-	\$180,000	-
	# OF CONTRACTS	5	1	400%
	NEW LISTINGS	4	2	100%

Linden

APRIL 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Mountainside

APRIL 2023

UNDER CONTRACT

8
Total
Properties

\$804K
Average
Price

\$742K
Median
Price

-20%
Decrease From
Apr 2022

-8%
Decrease From
Apr 2022

-11%
Decrease From
Apr 2022

UNITS SOLD

4
Total
Properties

\$848K
Average
Price

\$761K
Median
Price

-64%
Decrease From
Apr 2022

-6%
Decrease From
Apr 2022

-10%
Decrease From
Apr 2022

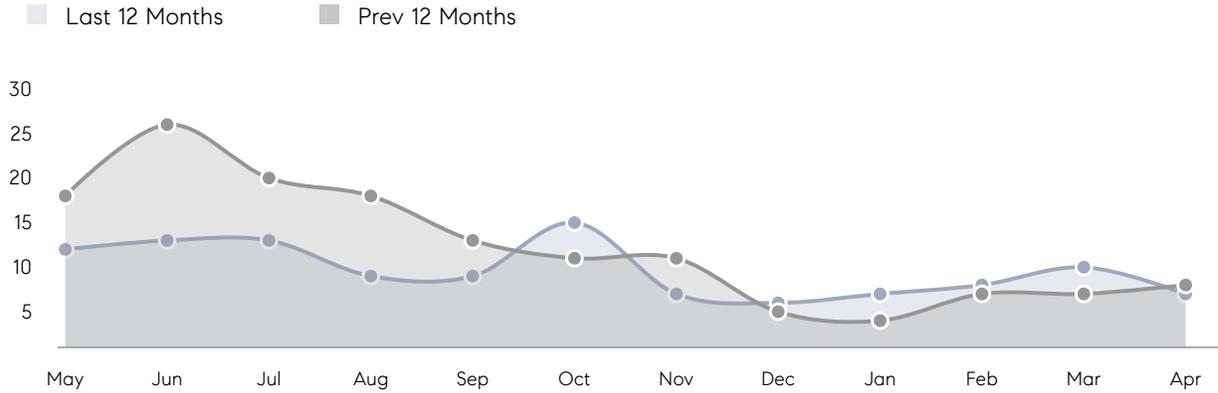
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	21	28	-25%
	% OF ASKING PRICE	107%	104%	
	AVERAGE SOLD PRICE	\$848,000	\$906,930	-6.5%
	# OF CONTRACTS	8	10	-20.0%
	NEW LISTINGS	5	11	-55%
Houses	AVERAGE DOM	21	28	-25%
	% OF ASKING PRICE	107%	104%	
	AVERAGE SOLD PRICE	\$848,000	\$906,930	-6%
	# OF CONTRACTS	8	9	-11%
	NEW LISTINGS	5	9	-44%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	1	0%
	NEW LISTINGS	0	2	0%

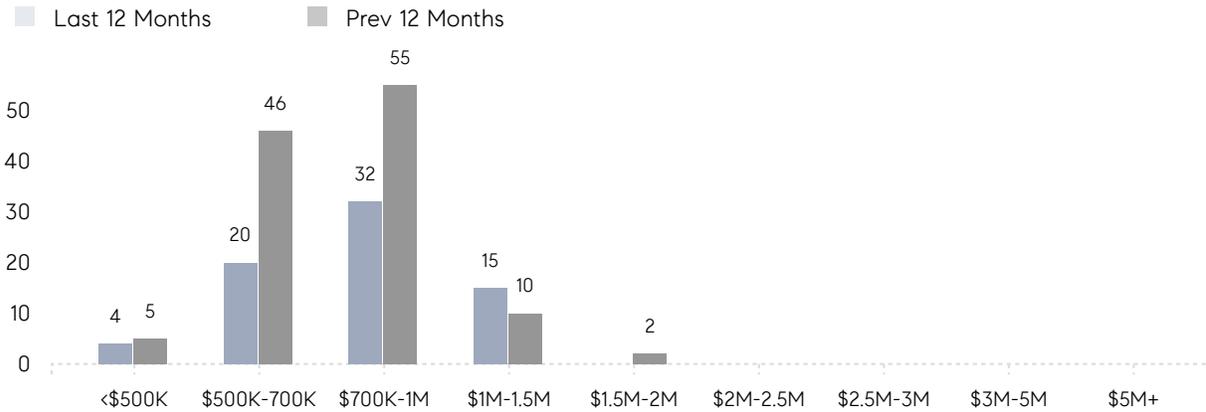
Mountainside

APRIL 2023

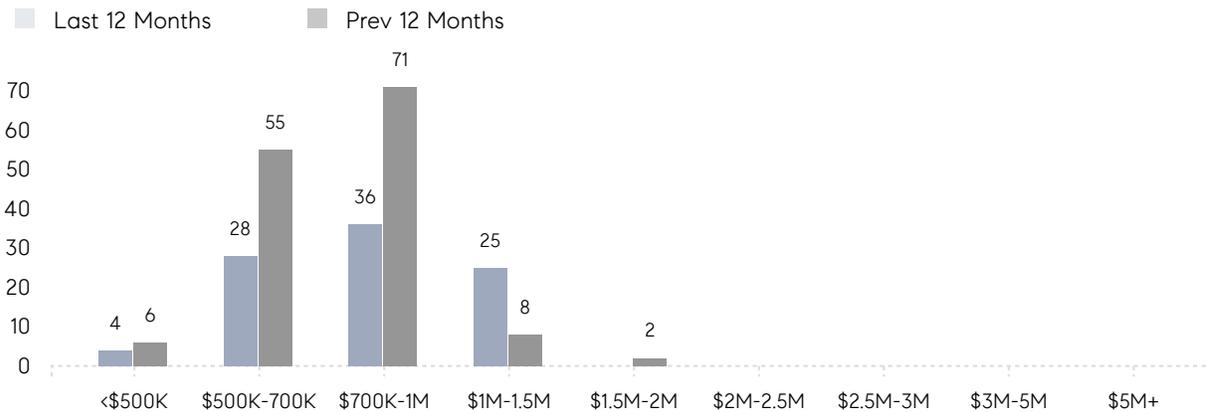
Monthly Inventory



Contracts By Price Range



Listings By Price Range



New Providence

APRIL 2023

UNDER CONTRACT

16
Total
Properties

\$975K
Average
Price

\$924K
Median
Price

23%
Increase From
Apr 2022

22%
Increase From
Apr 2022

19%
Increase From
Apr 2022

UNITS SOLD

4
Total
Properties

\$741K
Average
Price

\$697K
Median
Price

-67%
Decrease From
Apr 2022

-20%
Decrease From
Apr 2022

-25%
Decrease From
Apr 2022

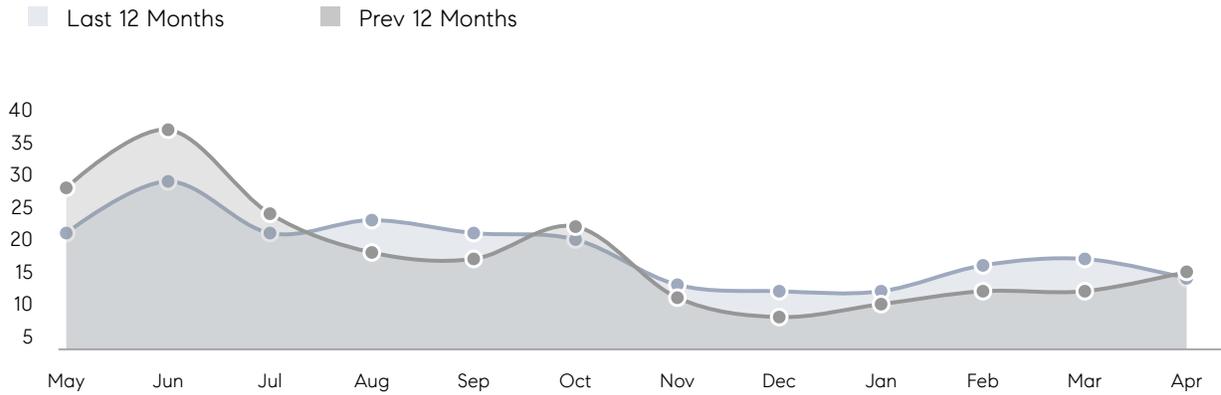
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	15	10	50%
	% OF ASKING PRICE	103%	105%	
	AVERAGE SOLD PRICE	\$741,250	\$931,007	-20.4%
	# OF CONTRACTS	16	13	23.1%
	NEW LISTINGS	16	18	-11%
Houses	AVERAGE DOM	15	10	50%
	% OF ASKING PRICE	103%	105%	
	AVERAGE SOLD PRICE	\$741,250	\$931,007	-20%
	# OF CONTRACTS	15	12	25%
	NEW LISTINGS	14	17	-18%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	1	1	0%
	NEW LISTINGS	2	1	100%

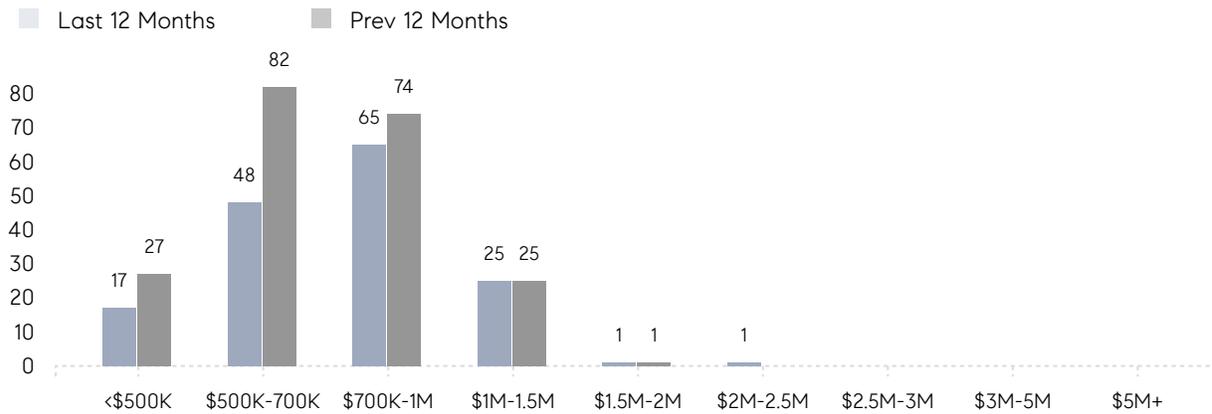
New Providence

APRIL 2023

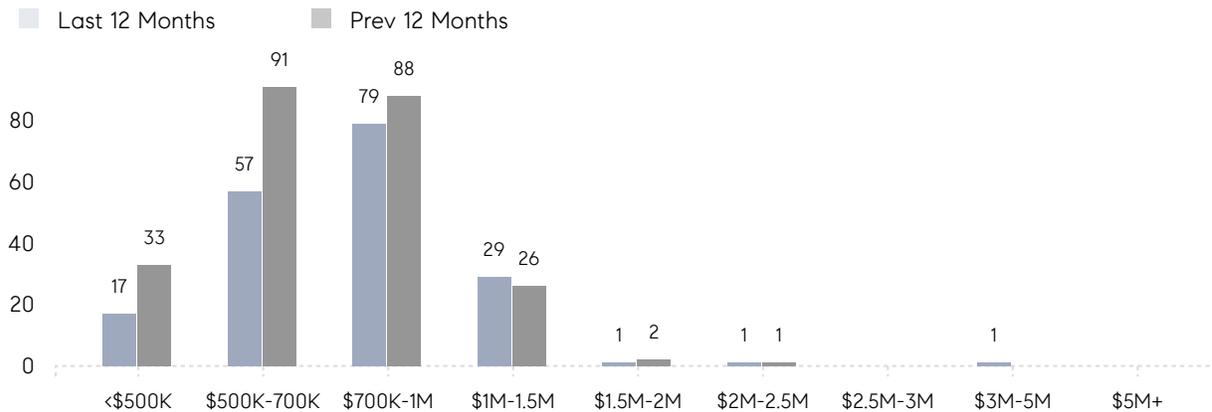
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Plainfield

APRIL 2023

UNDER CONTRACT

18
Total
Properties

\$442K
Average
Price

\$424K
Median
Price

6%
Increase From
Apr 2022

4%
Increase From
Apr 2022

0%
Change From
Apr 2022

UNITS SOLD

31
Total
Properties

\$416K
Average
Price

\$400K
Median
Price

-9%
Decrease From
Apr 2022

5%
Increase From
Apr 2022

5%
Increase From
Apr 2022

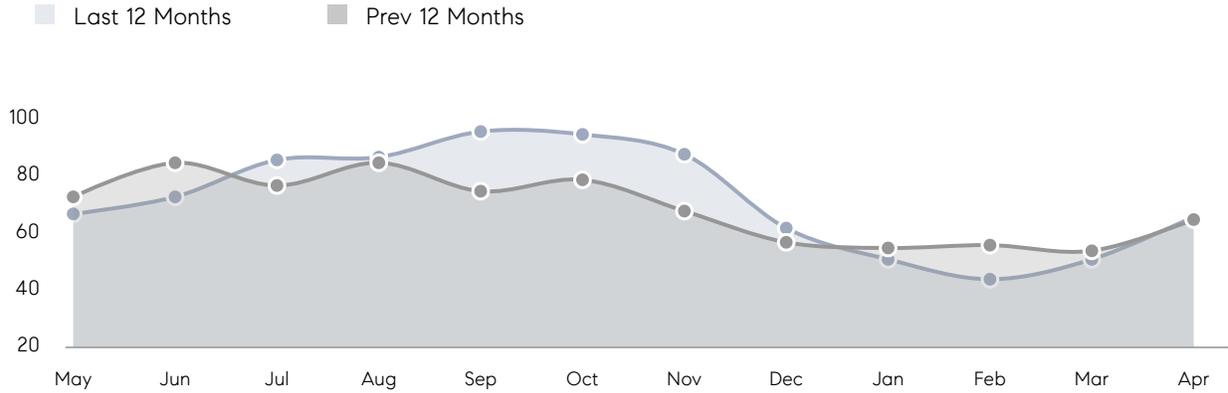
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	66	40	65%
	% OF ASKING PRICE	103%	104%	
	AVERAGE SOLD PRICE	\$416,226	\$395,479	5.2%
	# OF CONTRACTS	18	17	5.9%
	NEW LISTINGS	28	36	-22%
Houses	AVERAGE DOM	67	40	68%
	% OF ASKING PRICE	103%	104%	
	AVERAGE SOLD PRICE	\$417,600	\$395,479	6%
	# OF CONTRACTS	18	16	13%
	NEW LISTINGS	26	33	-21%
Condo/Co-op/TH	AVERAGE DOM	28	-	-
	% OF ASKING PRICE	99%	-	
	AVERAGE SOLD PRICE	\$375,000	-	-
	# OF CONTRACTS	0	1	0%
	NEW LISTINGS	2	3	-33%

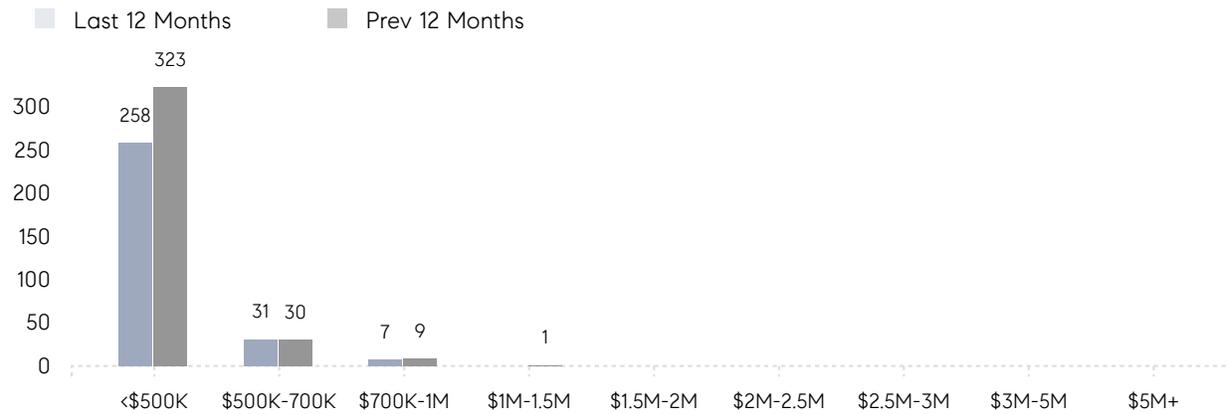
Plainfield

APRIL 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Rahway

APRIL 2023

UNDER CONTRACT

28
Total
Properties

\$403K
Average
Price

\$405K
Median
Price

-24%
Decrease From
Apr 2022

5%
Increase From
Apr 2022

2%
Increase From
Apr 2022

UNITS SOLD

7
Total
Properties

\$352K
Average
Price

\$333K
Median
Price

-74%
Decrease From
Apr 2022

-14%
Decrease From
Apr 2022

-19%
Decrease From
Apr 2022

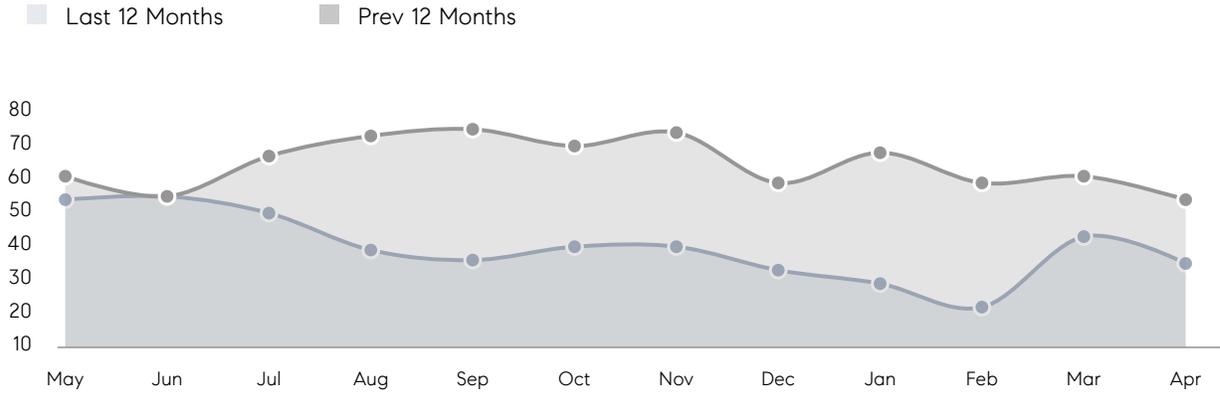
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	28	24	17%
	% OF ASKING PRICE	105%	105%	
	AVERAGE SOLD PRICE	\$352,571	\$410,370	-14.1%
	# OF CONTRACTS	28	37	-24.3%
	NEW LISTINGS	20	38	-47%
Houses	AVERAGE DOM	32	24	33%
	% OF ASKING PRICE	103%	105%	
	AVERAGE SOLD PRICE	\$346,600	\$415,500	-17%
	# OF CONTRACTS	25	32	-22%
	NEW LISTINGS	17	32	-47%
Condo/Co-op/TH	AVERAGE DOM	19	24	-21%
	% OF ASKING PRICE	110%	102%	
	AVERAGE SOLD PRICE	\$367,500	\$387,800	-5%
	# OF CONTRACTS	3	5	-40%
	NEW LISTINGS	3	6	-50%

Rahway

APRIL 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Roselle

APRIL 2023

UNDER CONTRACT

15
Total
Properties

\$427K
Average
Price

\$449K
Median
Price

-29%
Decrease From
Apr 2022

17%
Increase From
Apr 2022

19%
Increase From
Apr 2022

UNITS SOLD

10
Total
Properties

\$467K
Average
Price

\$465K
Median
Price

-50%
Decrease From
Apr 2022

33%
Increase From
Apr 2022

22%
Increase From
Apr 2022

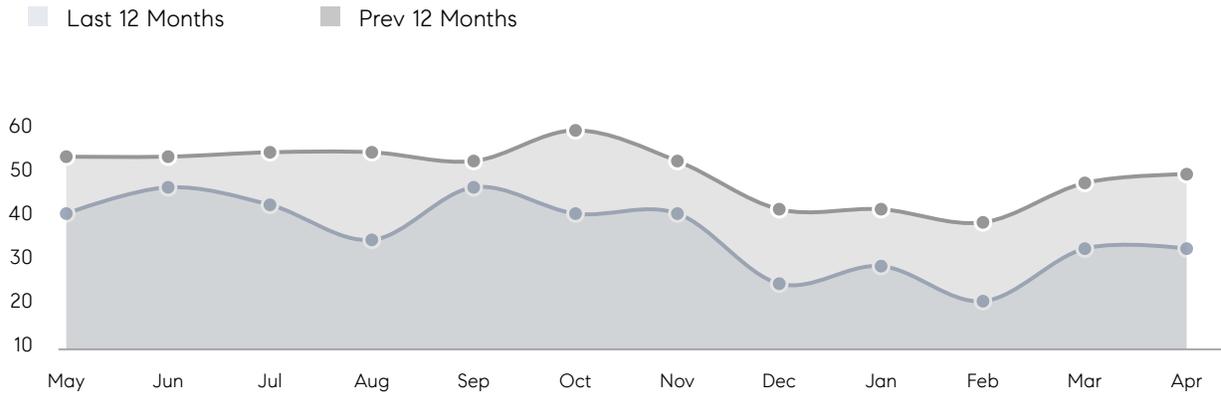
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	28	47	-40%
	% OF ASKING PRICE	106%	106%	
	AVERAGE SOLD PRICE	\$467,090	\$351,375	32.9%
	# OF CONTRACTS	15	21	-28.6%
	NEW LISTINGS	19	29	-34%
Houses	AVERAGE DOM	28	47	-40%
	% OF ASKING PRICE	106%	106%	
	AVERAGE SOLD PRICE	\$467,090	\$400,406	17%
	# OF CONTRACTS	14	19	-26%
	NEW LISTINGS	18	26	-31%
Condo/Co-op/TH	AVERAGE DOM	-	48	-
	% OF ASKING PRICE	-	104%	
	AVERAGE SOLD PRICE	-	\$155,250	-
	# OF CONTRACTS	1	2	-50%
	NEW LISTINGS	1	3	-67%

Roselle

APRIL 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Roselle Park

APRIL 2023

UNDER CONTRACT

8
Total
Properties

\$567K
Average
Price

\$482K
Median
Price

-11%
Decrease From
Apr 2022

37%
Increase From
Apr 2022

15%
Increase From
Apr 2022

UNITS SOLD

5
Total
Properties

\$506K
Average
Price

\$515K
Median
Price

-62%
Decrease From
Apr 2022

24%
Increase From
Apr 2022

21%
Increase From
Apr 2022

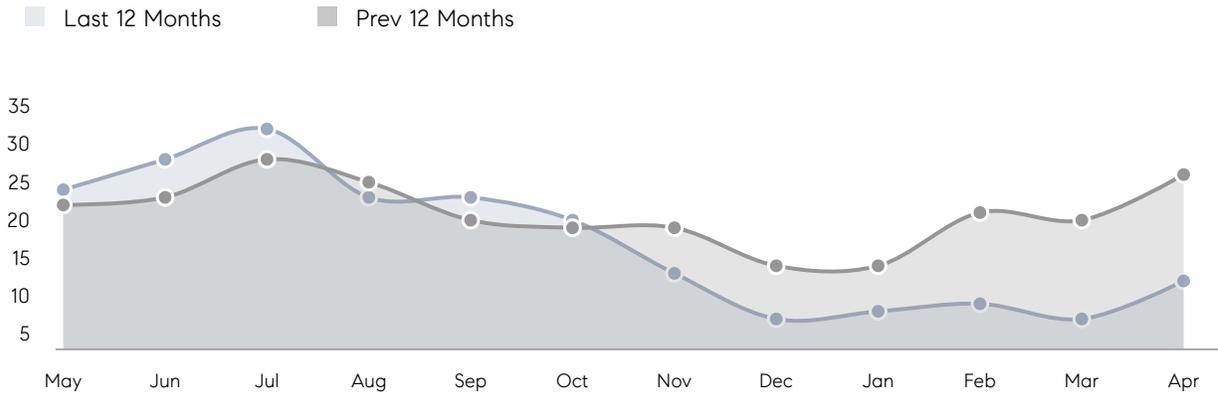
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	16	39	-59%
	% OF ASKING PRICE	106%	104%	
	AVERAGE SOLD PRICE	\$506,350	\$409,615	23.6%
	# OF CONTRACTS	8	9	-11.1%
	NEW LISTINGS	13	16	-19%
Houses	AVERAGE DOM	16	27	-41%
	% OF ASKING PRICE	106%	104%	
	AVERAGE SOLD PRICE	\$506,350	\$445,909	14%
	# OF CONTRACTS	8	9	-11%
	NEW LISTINGS	13	16	-19%
Condo/Co-op/TH	AVERAGE DOM	-	105	-
	% OF ASKING PRICE	-	104%	
	AVERAGE SOLD PRICE	-	\$210,000	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

Roselle Park

APRIL 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Scotch Plains

APRIL 2023

UNDER CONTRACT

24
Total
Properties

\$743K
Average
Price

\$662K
Median
Price

-25%
Decrease From
Apr 2022

-4%
Decrease From
Apr 2022

2%
Increase From
Apr 2022

UNITS SOLD

22
Total
Properties

\$884K
Average
Price

\$847K
Median
Price

22%
Increase From
Apr 2022

17%
Increase From
Apr 2022

16%
Increase From
Apr 2022

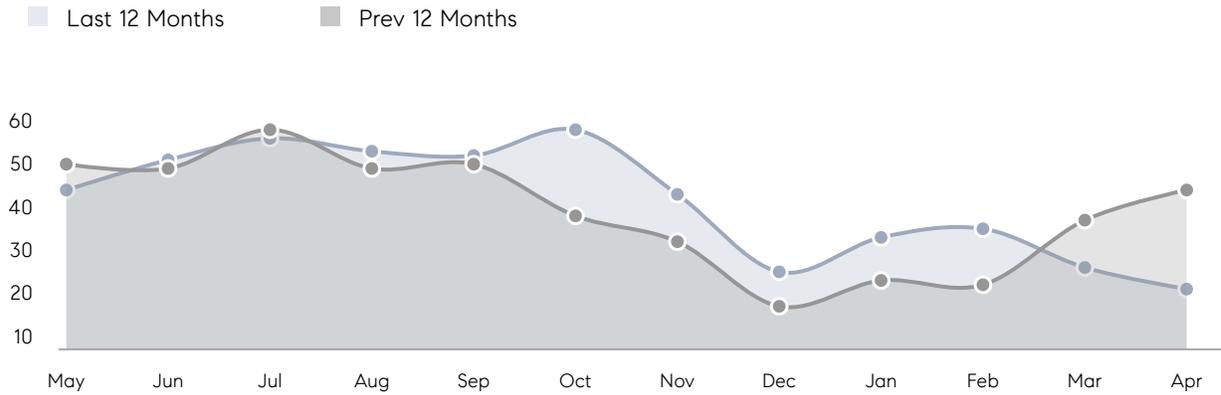
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	17	35	-51%
	% OF ASKING PRICE	106%	104%	
	AVERAGE SOLD PRICE	\$884,091	\$758,711	16.5%
	# OF CONTRACTS	24	32	-25.0%
	NEW LISTINGS	28	40	-30%
Houses	AVERAGE DOM	17	39	-56%
	% OF ASKING PRICE	106%	104%	
	AVERAGE SOLD PRICE	\$857,143	\$819,175	5%
	# OF CONTRACTS	22	31	-29%
	NEW LISTINGS	26	36	-28%
Condo/Co-op/TH	AVERAGE DOM	15	4	275%
	% OF ASKING PRICE	100%	106%	
	AVERAGE SOLD PRICE	\$1,450,000	\$275,000	427%
	# OF CONTRACTS	2	1	100%
	NEW LISTINGS	2	4	-50%

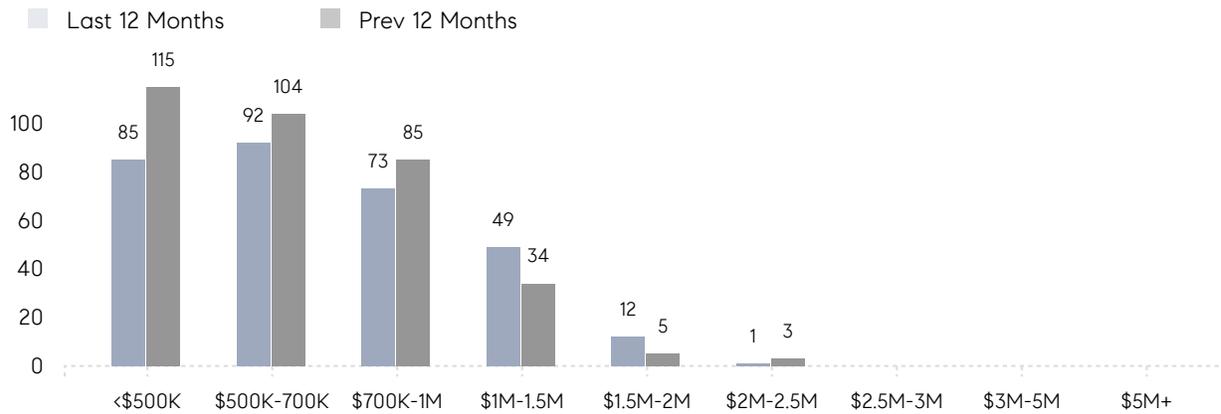
Scotch Plains

APRIL 2023

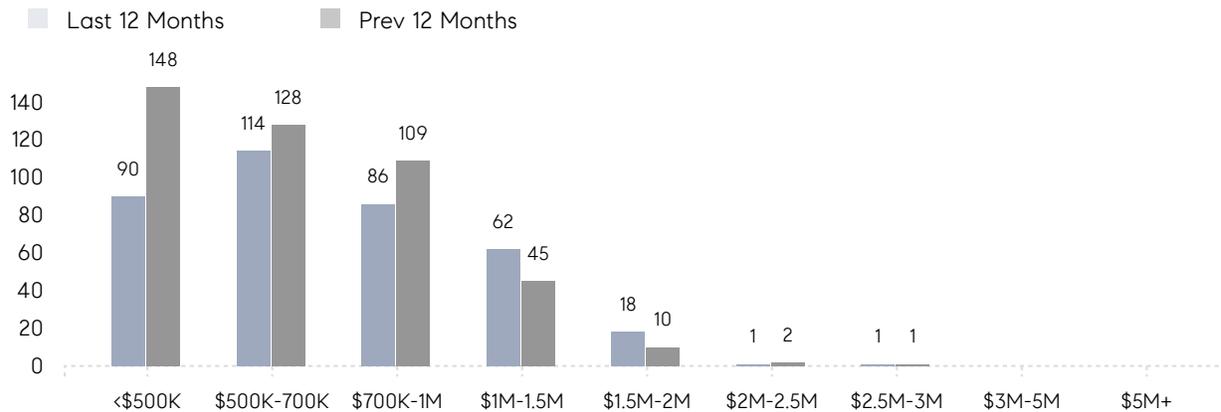
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Springfield

APRIL 2023

UNDER CONTRACT

8
Total
Properties

\$623K
Average
Price

\$624K
Median
Price

-50%
Decrease From
Apr 2022

11%
Increase From
Apr 2022

14%
Increase From
Apr 2022

UNITS SOLD

5
Total
Properties

\$731K
Average
Price

\$670K
Median
Price

-67%
Decrease From
Apr 2022

34%
Increase From
Apr 2022

20%
Increase From
Apr 2022

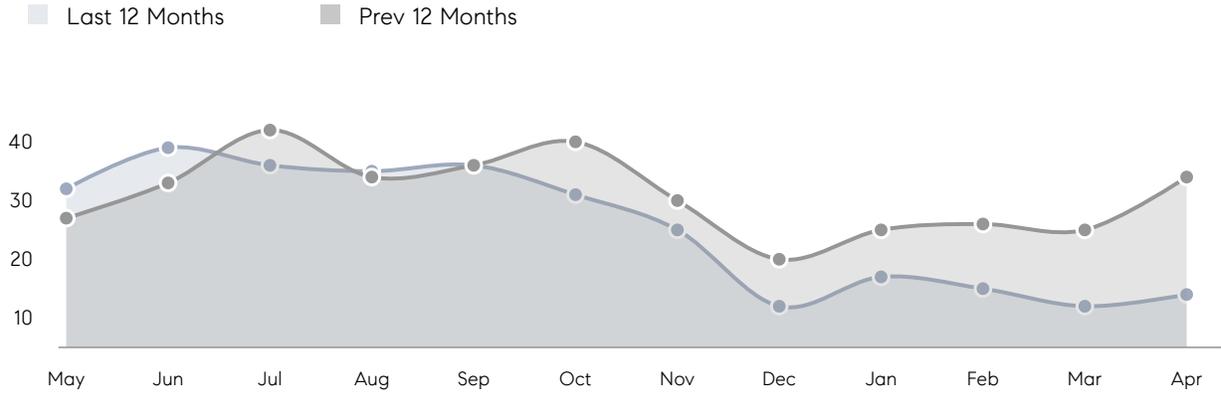
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	44	32	38%
	% OF ASKING PRICE	105%	104%	
	AVERAGE SOLD PRICE	\$731,000	\$543,513	34.5%
	# OF CONTRACTS	8	16	-50.0%
	NEW LISTINGS	12	27	-56%
Houses	AVERAGE DOM	44	36	22%
	% OF ASKING PRICE	105%	105%	
	AVERAGE SOLD PRICE	\$731,000	\$570,992	28%
	# OF CONTRACTS	6	13	-54%
	NEW LISTINGS	10	24	-58%
Condo/Co-op/TH	AVERAGE DOM	-	6	-
	% OF ASKING PRICE	-	100%	
	AVERAGE SOLD PRICE	-	\$364,900	-
	# OF CONTRACTS	2	3	-33%
	NEW LISTINGS	2	3	-33%

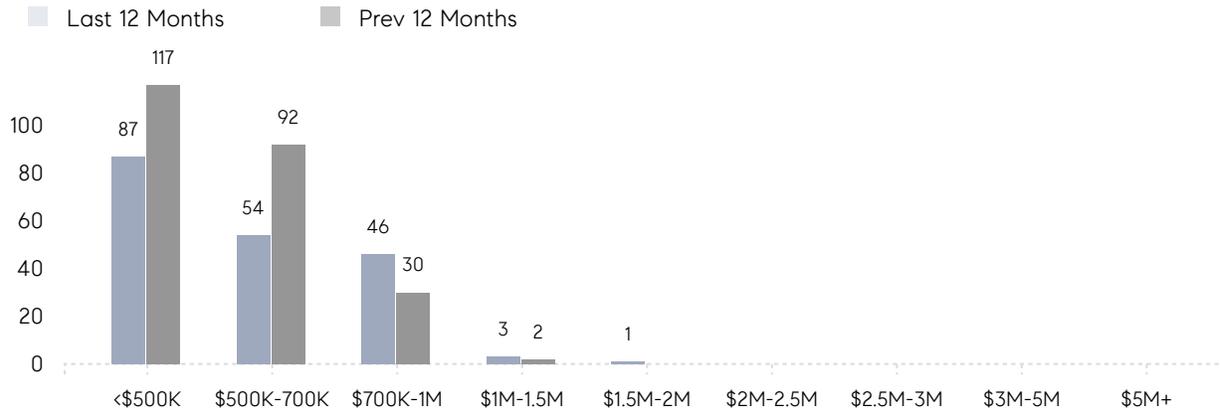
Springfield

APRIL 2023

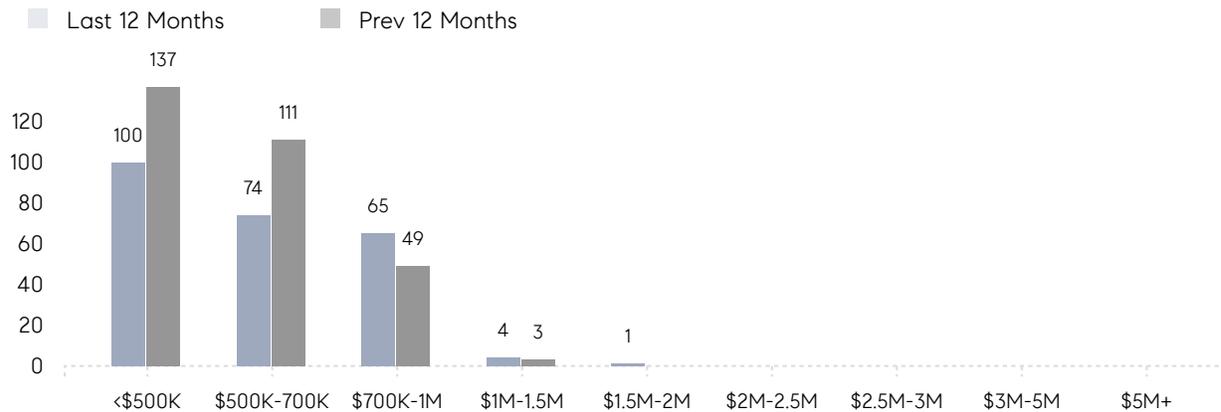
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Summit

APRIL 2023

UNDER CONTRACT

28	\$1.2M	\$1.1M
Total Properties	Average Price	Median Price
-3%	-13%	-23%
Decrease From Apr 2022	Decrease From Apr 2022	Decrease From Apr 2022

UNITS SOLD

24	\$1.3M	\$1.1M
Total Properties	Average Price	Median Price
-23%	13%	13%
Decrease From Apr 2022	Increase From Apr 2022	Increase From Apr 2022

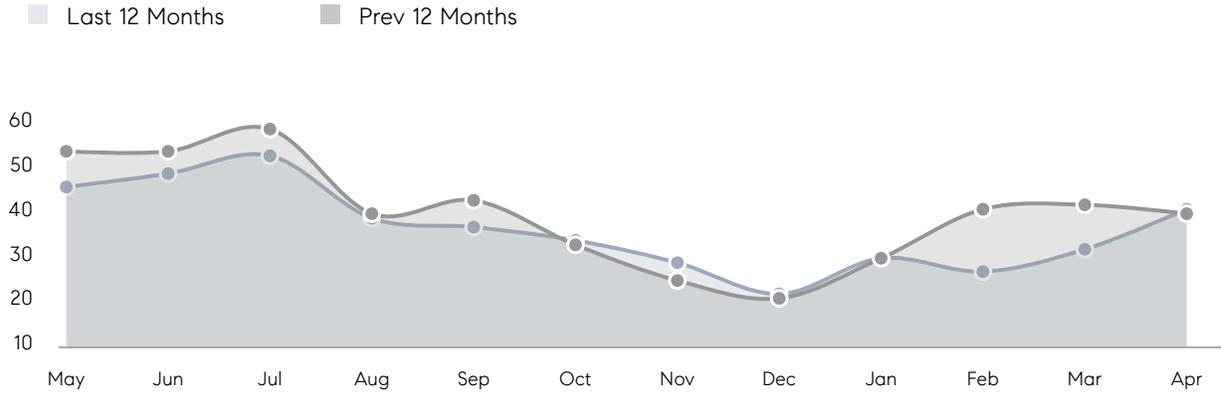
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	26	23	13%
	% OF ASKING PRICE	107%	110%	
	AVERAGE SOLD PRICE	\$1,373,104	\$1,215,581	13.0%
	# OF CONTRACTS	28	29	-3.4%
	NEW LISTINGS	38	35	9%
Houses	AVERAGE DOM	18	21	-14%
	% OF ASKING PRICE	108%	111%	
	AVERAGE SOLD PRICE	\$1,442,429	\$1,380,458	4%
	# OF CONTRACTS	25	28	-11%
	NEW LISTINGS	33	30	10%
Condo/Co-op/TH	AVERAGE DOM	79	31	155%
	% OF ASKING PRICE	97%	104%	
	AVERAGE SOLD PRICE	\$887,833	\$650,286	37%
	# OF CONTRACTS	3	1	200%
	NEW LISTINGS	5	5	0%

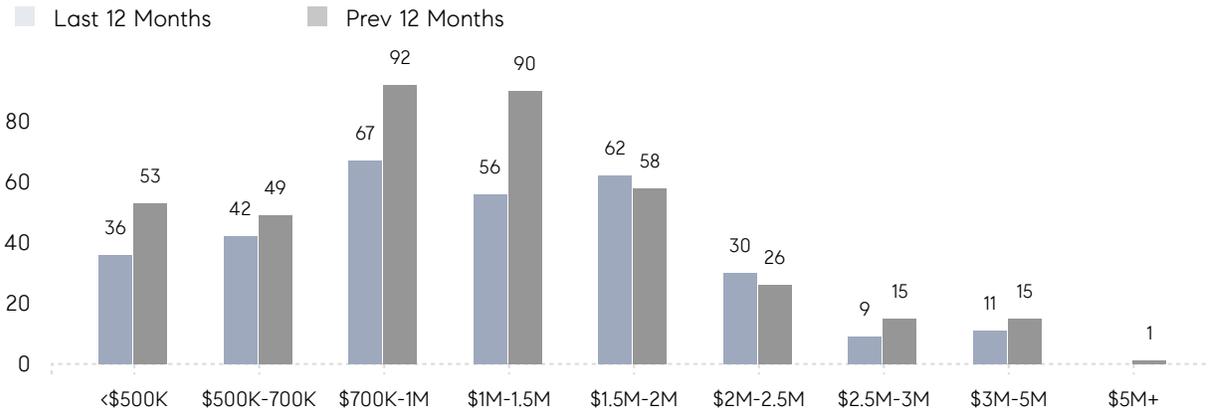
Summit

APRIL 2023

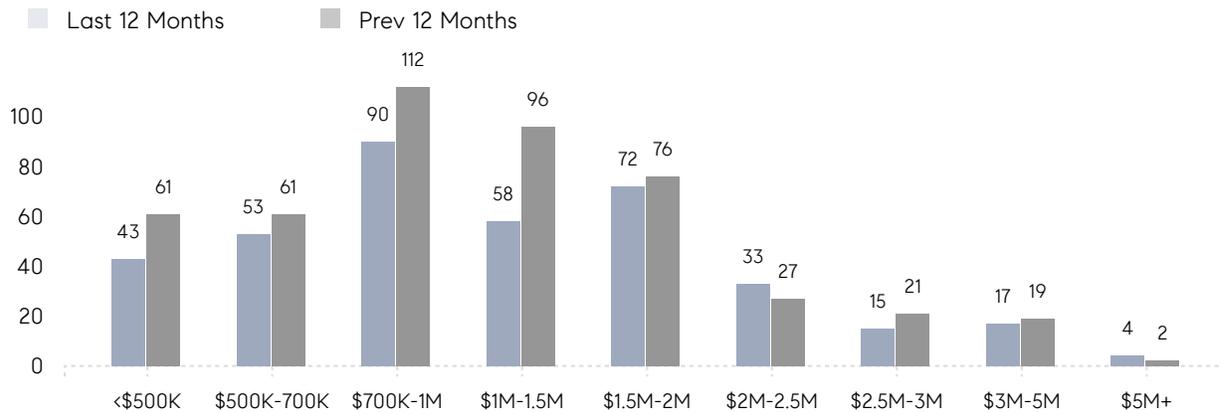
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Union

APRIL 2023

UNDER CONTRACT

55
Total
Properties

\$482K
Average
Price

\$490K
Median
Price

-8%
Decrease From
Apr 2022

13%
Increase From
Apr 2022

12%
Increase From
Apr 2022

UNITS SOLD

34
Total
Properties

\$493K
Average
Price

\$509K
Median
Price

-38%
Decrease From
Apr 2022

7%
Increase From
Apr 2022

6%
Increase From
Apr 2022

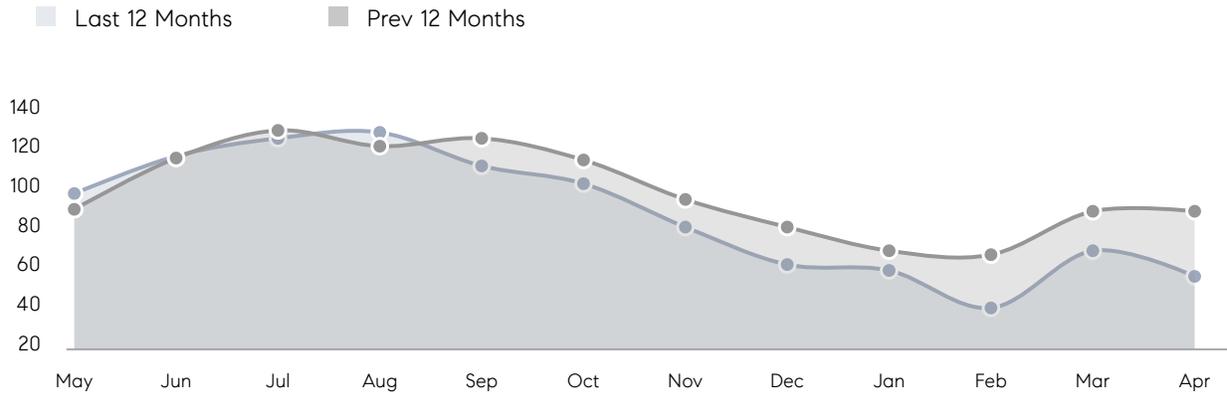
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	33	35	-6%
	% OF ASKING PRICE	102%	106%	
	AVERAGE SOLD PRICE	\$493,762	\$462,878	6.7%
	# OF CONTRACTS	55	60	-8.3%
	NEW LISTINGS	38	70	-46%
Houses	AVERAGE DOM	33	35	-6%
	% OF ASKING PRICE	102%	106%	
	AVERAGE SOLD PRICE	\$500,239	\$478,692	5%
	# OF CONTRACTS	49	54	-9%
	NEW LISTINGS	35	62	-44%
Condo/Co-op/TH	AVERAGE DOM	15	28	-46%
	% OF ASKING PRICE	100%	106%	
	AVERAGE SOLD PRICE	\$280,000	\$261,250	7%
	# OF CONTRACTS	6	6	0%
	NEW LISTINGS	3	8	-62%

Union

APRIL 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Westfield

APRIL 2023

UNDER CONTRACT

37
Total
Properties

\$1.2M
Average
Price

\$1.2M
Median
Price

0%
Change From
Apr 2022

10%
Increase From
Apr 2022

20%
Increase From
Apr 2022

UNITS SOLD

22
Total
Properties

\$1.0M
Average
Price

\$890K
Median
Price

-29%
Decrease From
Apr 2022

11%
Increase From
Apr 2022

6%
Increase From
Apr 2022

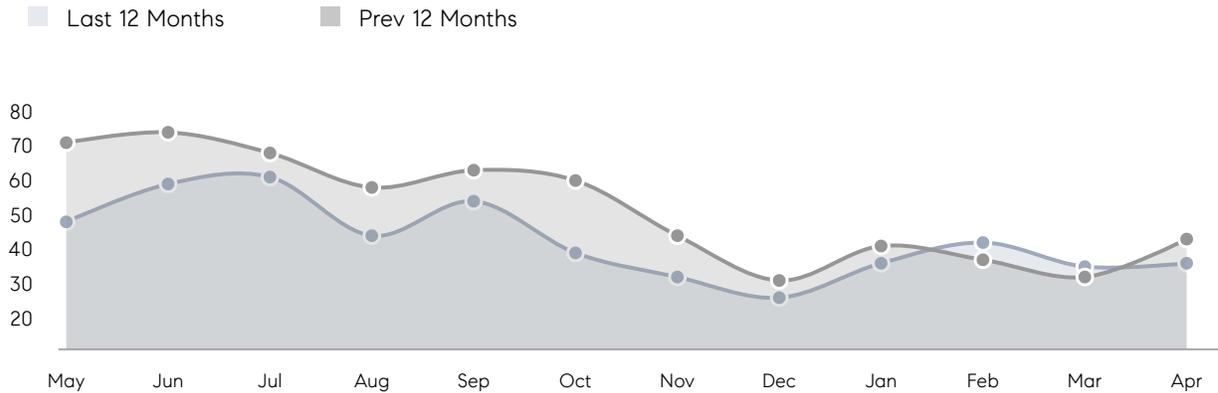
Property Statistics

		Apr 2023	Apr 2022	% Change
Overall	AVERAGE DOM	13	23	-43%
	% OF ASKING PRICE	107%	105%	
	AVERAGE SOLD PRICE	\$1,049,727	\$948,807	10.6%
	# OF CONTRACTS	37	37	0.0%
	NEW LISTINGS	40	53	-25%
Houses	AVERAGE DOM	13	23	-43%
	% OF ASKING PRICE	107%	105%	
	AVERAGE SOLD PRICE	\$1,049,727	\$973,867	8%
	# OF CONTRACTS	36	37	-3%
	NEW LISTINGS	36	51	-29%
Condo/Co-op/TH	AVERAGE DOM	-	15	-
	% OF ASKING PRICE	-	100%	
	AVERAGE SOLD PRICE	-	\$197,000	-
	# OF CONTRACTS	1	0	0%
	NEW LISTINGS	4	2	100%

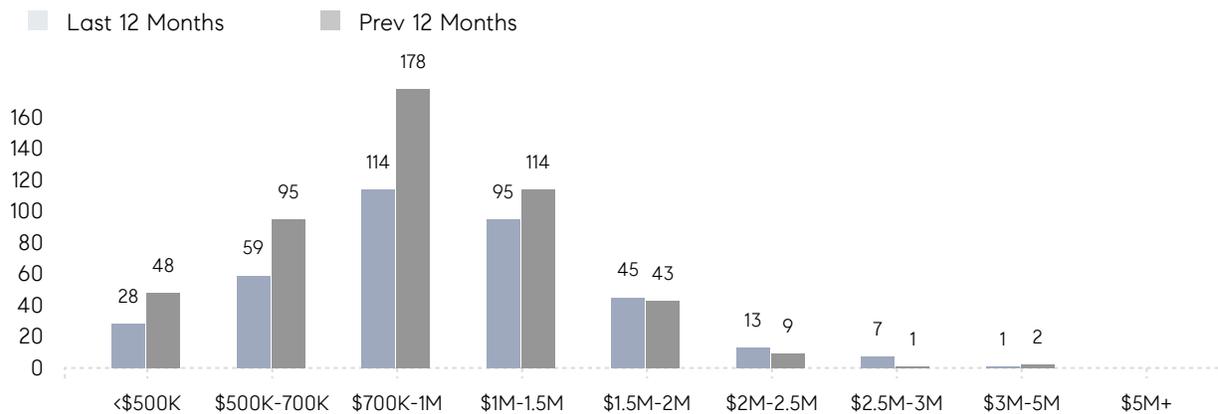
Westfield

APRIL 2023

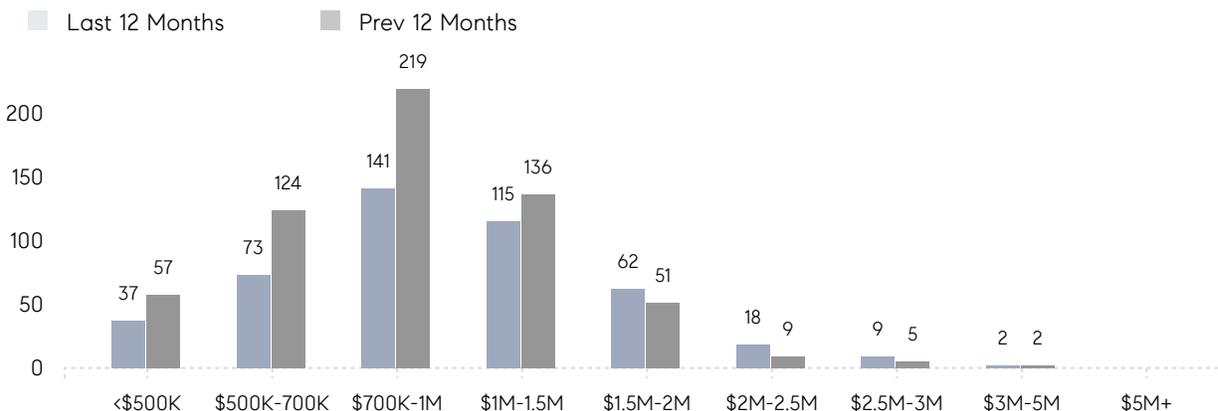
Monthly Inventory

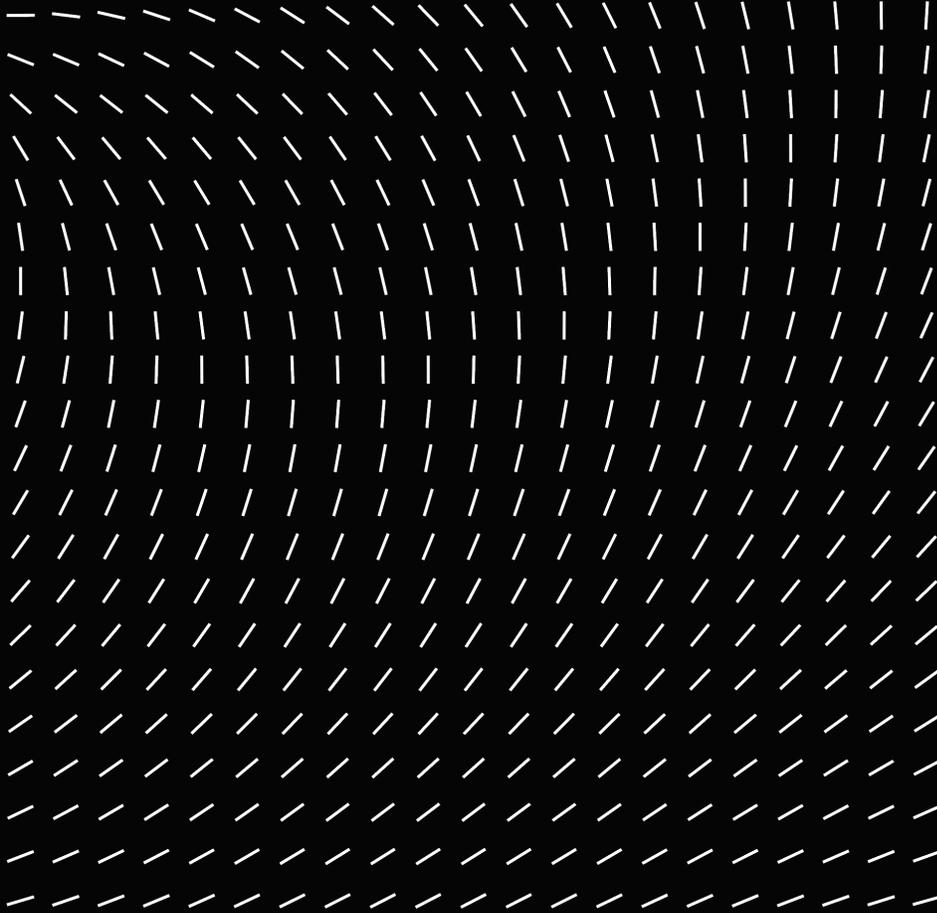


Contracts By Price Range



Listings By Price Range





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Berkeley Heights

APRIL 2023



\$836K

Average
Sales Price

-57%

Decrease In Sales
From Apr 2022

\$725K

Median
Sales Price

-35%

Decrease In Contracts
From Apr 2022

107%

Average %
Of Asking Price

-45%

Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Clark

APRIL 2023



\$821K

Average
Sales Price

-50%

Decrease In Sales
From Apr 2022

\$675K

Median
Sales Price

16%

Increase In Contracts
From Apr 2022

104%

Average %
Of Asking Price

-67%

Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Cranford

APRIL 2023



\$620K

Average
Sales Price

-71%

Decrease In Sales
From Apr 2022

\$665K

Median
Sales Price

5%

Increase In Contracts
From Apr 2022

104%

Average %
Of Asking Price

42%

Increase In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Elizabeth

APRIL 2023



\$453K

Average
Sales Price

-17%

Decrease In Sales
From Apr 2022

\$460K

Median
Sales Price

-15%

Decrease In Contracts
From Apr 2022

104%

Average %
Of Asking Price

-25%

Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Fanwood

APRIL 2023



\$720K

Average
Sales Price

-50%

Decrease In Sales
From Apr 2022

\$615K

Median
Sales Price

-58%

Decrease In Contracts
From Apr 2022

100%

Average %
Of Asking Price

97%

Increase In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Garwood

APRIL 2023



\$430K

Average
Sales Price

0%

Change In Sales
From Apr 2022

\$430K

Median
Sales Price

-75%

Decrease In Contracts
From Apr 2022

102%

Average %
Of Asking Price

-84%

Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Hillside

APRIL 2023



\$435K

Average
Sales Price

-53%

Decrease In Sales
From Apr 2022

\$440K

Median
Sales Price

-45%

Decrease In Contracts
From Apr 2022

101%

Average %
Of Asking Price

5%

Increase In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Kenilworth

APRIL 2023



\$672K

Average
Sales Price

-78%

Decrease In Sales
From Apr 2022

\$672K

Median
Sales Price

-14%

Decrease In Contracts
From Apr 2022

102%

Average %
Of Asking Price

-5%

Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Linden

APRIL 2023



\$528K

Average
Sales Price

-42%

Decrease In Sales
From Apr 2022

\$547K

Median
Sales Price

-12%

Decrease In Contracts
From Apr 2022

107%

Average %
Of Asking Price

-59%

Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Mountainside

APRIL 2023



\$848K

Average
Sales Price

-64%

Decrease In Sales
From Apr 2022

\$761K

Median
Sales Price

-20%

Decrease In Contracts
From Apr 2022

107%

Average %
Of Asking Price

-25%

Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

New Providence

APRIL 2023



\$741K

Average
Sales Price

-67%

Decrease In Sales
From Apr 2022

\$697K

Median
Sales Price

23%

Increase In Contracts
From Apr 2022

103%

Average %
Of Asking Price

50%

Increase In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Plainfield

APRIL 2023



\$416K

Average
Sales Price

-9%

Decrease In Sales
From Apr 2022

\$400K

Median
Sales Price

6%

Increase In Contracts
From Apr 2022

103%

Average %
Of Asking Price

65%

Increase In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Rahway

APRIL 2023



\$352K

Average
Sales Price

-74%

Decrease In Sales
From Apr 2022

\$333K

Median
Sales Price

-24%

Decrease In Contracts
From Apr 2022

105%

Average %
Of Asking Price

17%

Increase In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Roselle

APRIL 2023



\$467K

Average
Sales Price

-50%

Decrease In Sales
From Apr 2022

\$465K

Median
Sales Price

-29%

Decrease In Contracts
From Apr 2022

106%

Average %
Of Asking Price

-40%

Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

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Roselle Park

APRIL 2023



\$506K

Average
Sales Price

-62%

Decrease In Sales
From Apr 2022

\$515K

Median
Sales Price

-11%

Decrease In Contracts
From Apr 2022

106%

Average %
Of Asking Price

-59%

Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Scotch Plains

APRIL 2023



\$884K

Average
Sales Price

22%

Increase In Sales
From Apr 2022

\$847K

Median
Sales Price

-25%

Decrease In Contracts
From Apr 2022

106%

Average %
Of Asking Price

-51%

Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Springfield

APRIL 2023



\$731K

Average
Sales Price

-67%

Decrease In Sales
From Apr 2022

\$670K

Median
Sales Price

-50%

Decrease In Contracts
From Apr 2022

105%

Average %
Of Asking Price

38%

Increase In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

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Summit

APRIL 2023



\$1.3M

Average
Sales Price

-23%

Decrease In Sales
From Apr 2022

\$1.1M

Median
Sales Price

-3%

Decrease In Contracts
From Apr 2022

107%

Average %
Of Asking Price

13%

Increase In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Union

APRIL 2023



\$493K

Average
Sales Price

-38%

Decrease In Sales
From Apr 2022

\$509K

Median
Sales Price

-8%

Decrease In Contracts
From Apr 2022

102%

Average %
Of Asking Price

-6%

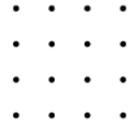
Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Westfield

APRIL 2023



\$1.0M

Average
Sales Price

-29%

Decrease In Sales
From Apr 2022

\$890K

Median
Sales Price

0%

Change In Contracts
From Apr 2022

107%

Average %
Of Asking Price

-43%

Decrease In
Days On Market
From Apr 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS