



COMPASS

July 2023

Union Market Insights

Table of Contents

JULY 2023

SUBMARKET NAME	PAGE
B	3
C	5
E	9
F	11
G	13
H	15
K	17
L	19
M	21
N	23
P	25
R	27
S	33
U	39
W	41

Berkeley Heights

JULY 2023

UNDER CONTRACT

13
Total
Properties

\$822K
Average
Price

\$749K
Median
Price

-35%
Decrease From
Jul 2022

14%
Increase From
Jul 2022

9%
Increase From
Jul 2022

UNITS SOLD

14
Total
Properties

\$842K
Average
Price

\$778K
Median
Price

-52%
Decrease From
Jul 2022

13%
Increase From
Jul 2022

9%
Increase From
Jul 2022

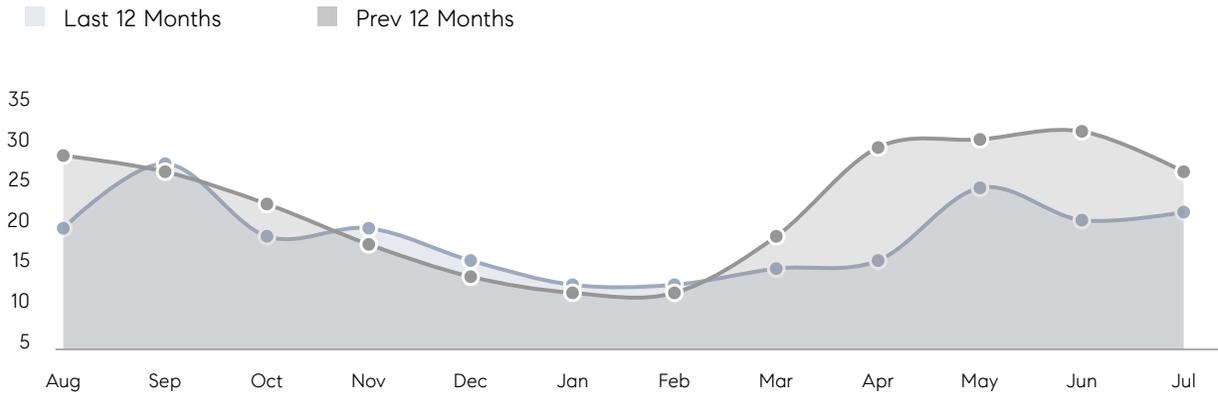
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	22	25	-12%
	% OF ASKING PRICE	105%	105%	
	AVERAGE SOLD PRICE	\$842,879	\$748,659	12.6%
	# OF CONTRACTS	13	20	-35.0%
	NEW LISTINGS	19	21	-10%
Houses	AVERAGE DOM	13	26	-50%
	% OF ASKING PRICE	107%	106%	
	AVERAGE SOLD PRICE	\$850,000	\$817,644	4%
	# OF CONTRACTS	10	18	-44%
	NEW LISTINGS	14	18	-22%
Condo/Co-op/TH	AVERAGE DOM	52	21	148%
	% OF ASKING PRICE	100%	103%	
	AVERAGE SOLD PRICE	\$816,770	\$317,500	157%
	# OF CONTRACTS	3	2	50%
	NEW LISTINGS	5	3	67%

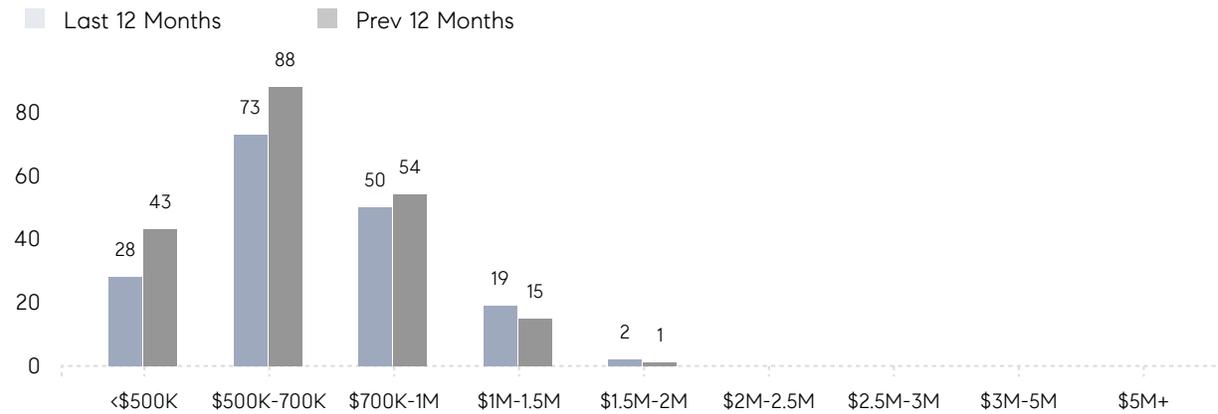
Berkeley Heights

JULY 2023

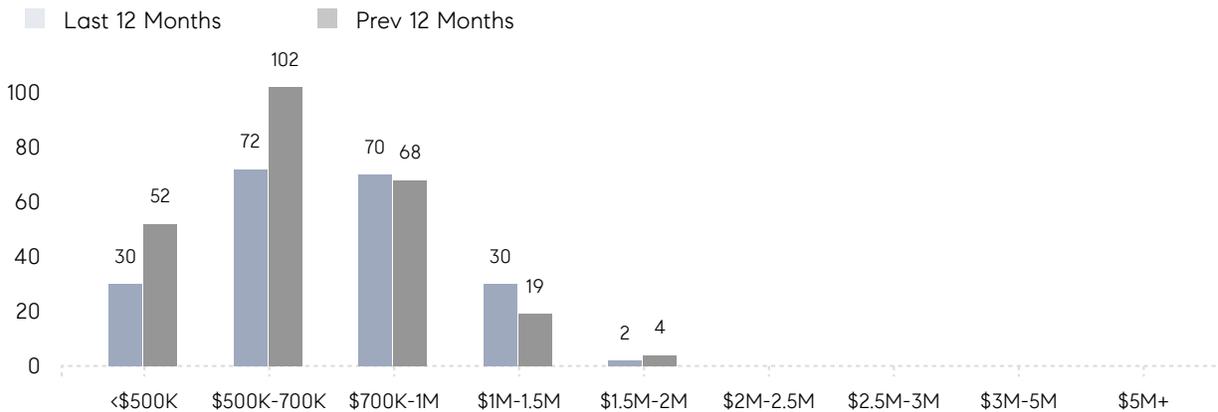
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Clark

JULY 2023

UNDER CONTRACT

8
Total
Properties

\$741K
Average
Price

\$654K
Median
Price

-50%
Decrease From
Jul 2022

26%
Increase From
Jul 2022

19%
Increase From
Jul 2022

UNITS SOLD

10
Total
Properties

\$629K
Average
Price

\$653K
Median
Price

-23%
Decrease From
Jul 2022

-7%
Decrease From
Jul 2022

3%
Increase From
Jul 2022

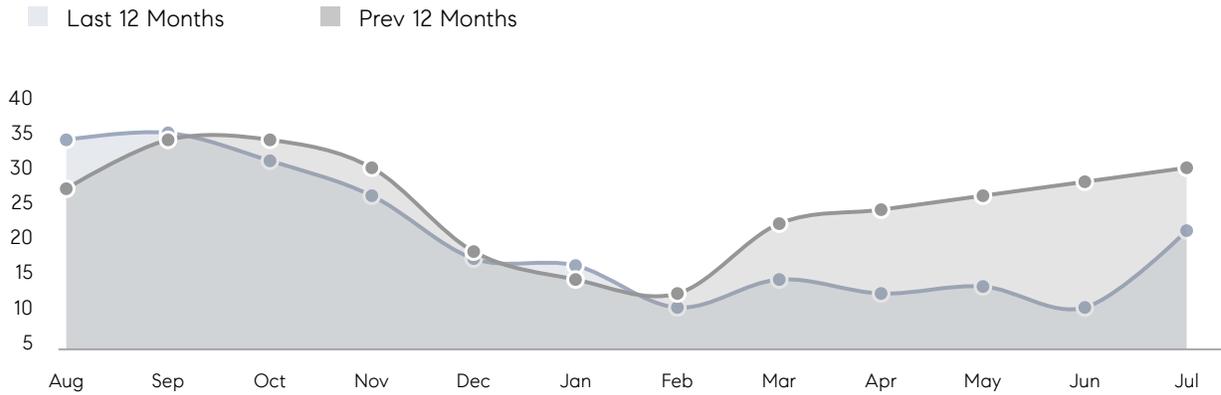
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	22	32	-31%
	% OF ASKING PRICE	105%	101%	
	AVERAGE SOLD PRICE	\$629,000	\$677,808	-7.2%
	# OF CONTRACTS	8	16	-50.0%
	NEW LISTINGS	22	24	-8%
Houses	AVERAGE DOM	23	32	-28%
	% OF ASKING PRICE	104%	101%	
	AVERAGE SOLD PRICE	\$656,111	\$694,708	-6%
	# OF CONTRACTS	8	13	-38%
	NEW LISTINGS	21	19	11%
Condo/Co-op/TH	AVERAGE DOM	11	36	-69%
	% OF ASKING PRICE	110%	102%	
	AVERAGE SOLD PRICE	\$385,000	\$475,000	-19%
	# OF CONTRACTS	0	3	0%
	NEW LISTINGS	1	5	-80%

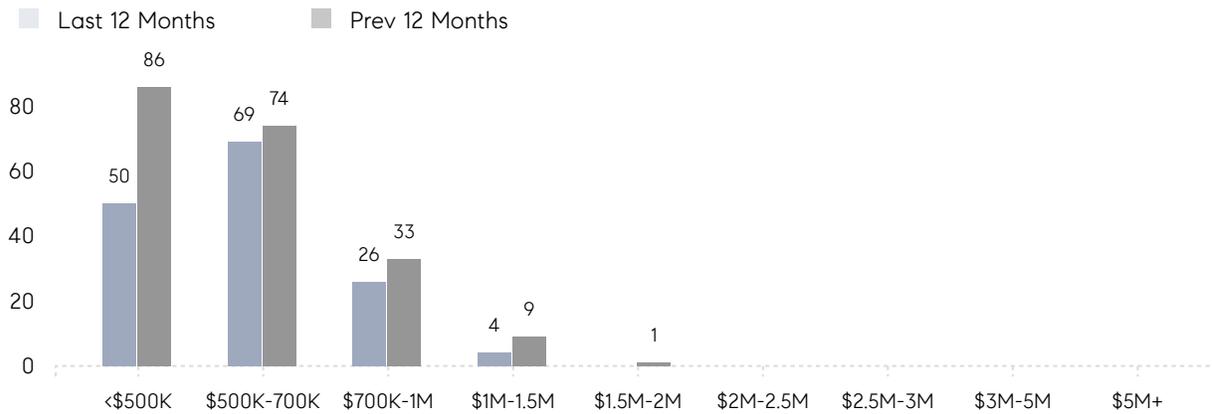
Clark

JULY 2023

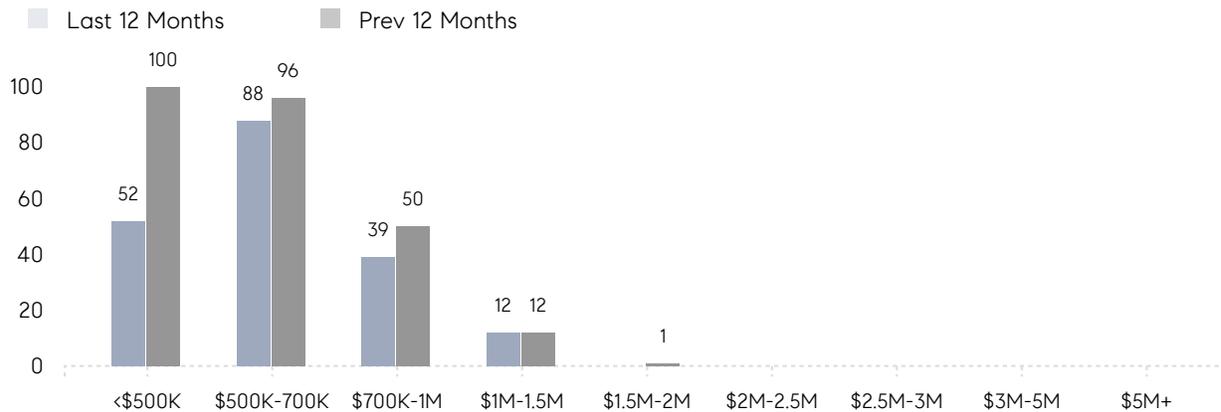
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Cranford

JULY 2023

UNDER CONTRACT

25
Total
Properties

\$647K
Average
Price

\$629K
Median
Price

39%
Increase From
Jul 2022

18%
Increase From
Jul 2022

12%
Increase From
Jul 2022

UNITS SOLD

21
Total
Properties

\$693K
Average
Price

\$720K
Median
Price

-19%
Decrease From
Jul 2022

15%
Increase From
Jul 2022

14%
Increase From
Jul 2022

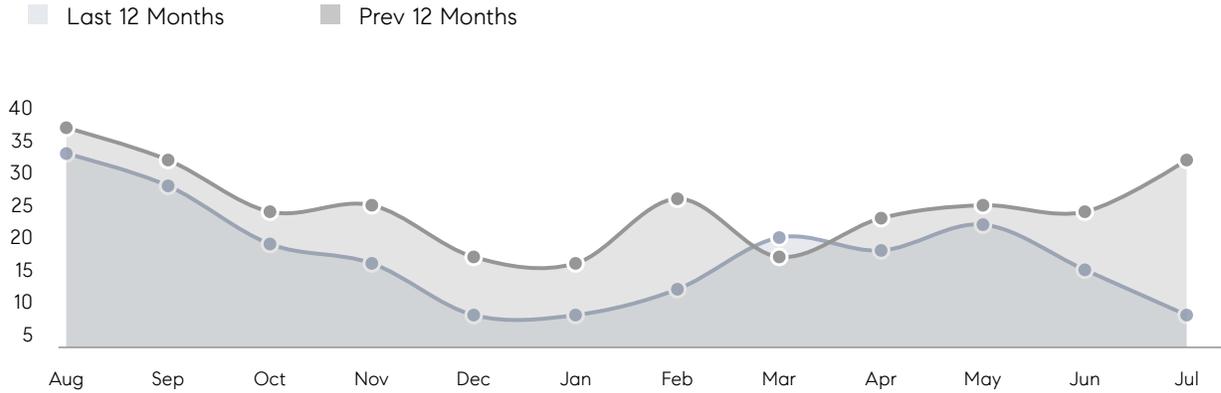
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	19	19	0%
	% OF ASKING PRICE	107%	105%	
	AVERAGE SOLD PRICE	\$693,521	\$600,605	15.5%
	# OF CONTRACTS	25	18	38.9%
	NEW LISTINGS	22	33	-33%
Houses	AVERAGE DOM	21	19	11%
	% OF ASKING PRICE	107%	106%	
	AVERAGE SOLD PRICE	\$755,053	\$664,892	14%
	# OF CONTRACTS	21	14	50%
	NEW LISTINGS	20	27	-26%
Condo/Co-op/TH	AVERAGE DOM	7	23	-70%
	% OF ASKING PRICE	107%	101%	
	AVERAGE SOLD PRICE	\$324,333	\$330,600	-2%
	# OF CONTRACTS	4	4	0%
	NEW LISTINGS	2	6	-67%

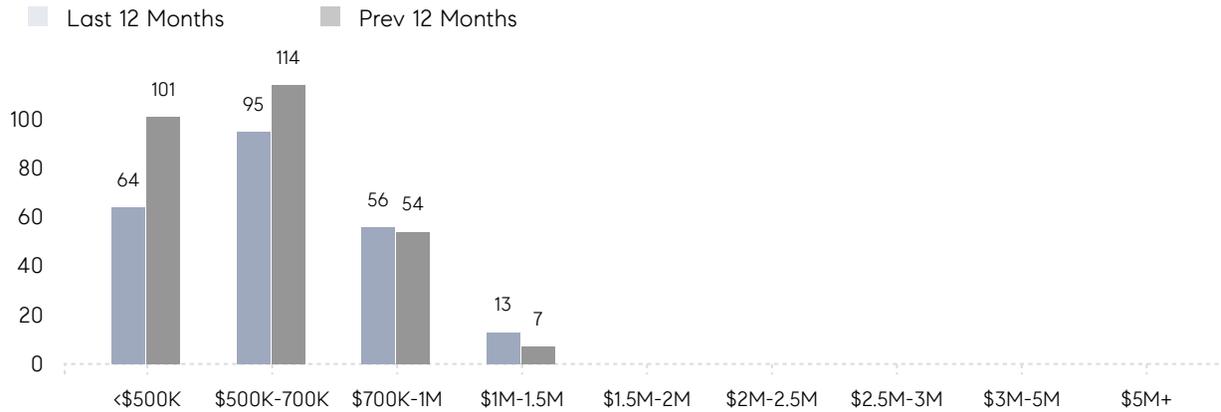
Cranford

JULY 2023

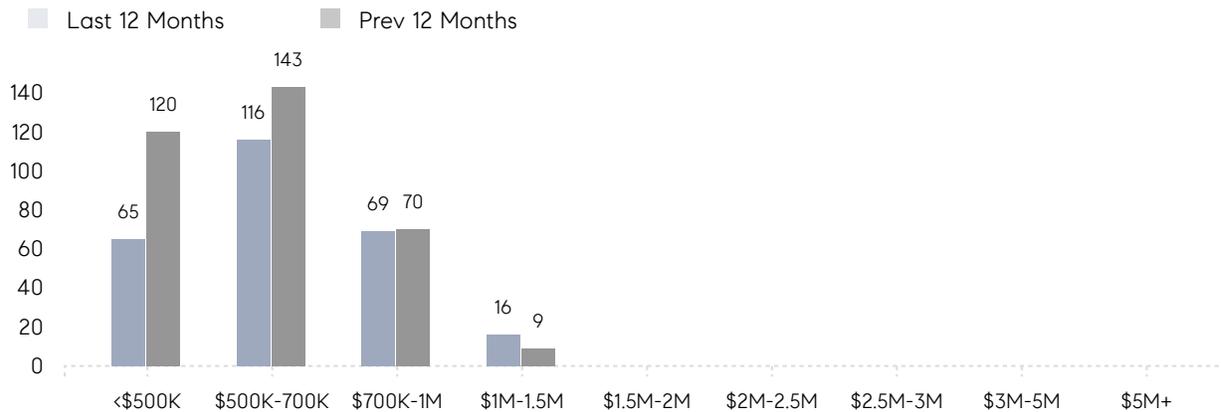
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Elizabeth

JULY 2023

UNDER CONTRACT

12	\$431K	\$414K
Total Properties	Average Price	Median Price
-43%	11%	7%
Decrease From Jul 2022	Increase From Jul 2022	Increase From Jul 2022

UNITS SOLD

17	\$390K	\$386K
Total Properties	Average Price	Median Price
-23%	6%	4%
Decrease From Jul 2022	Increase From Jul 2022	Increase From Jul 2022

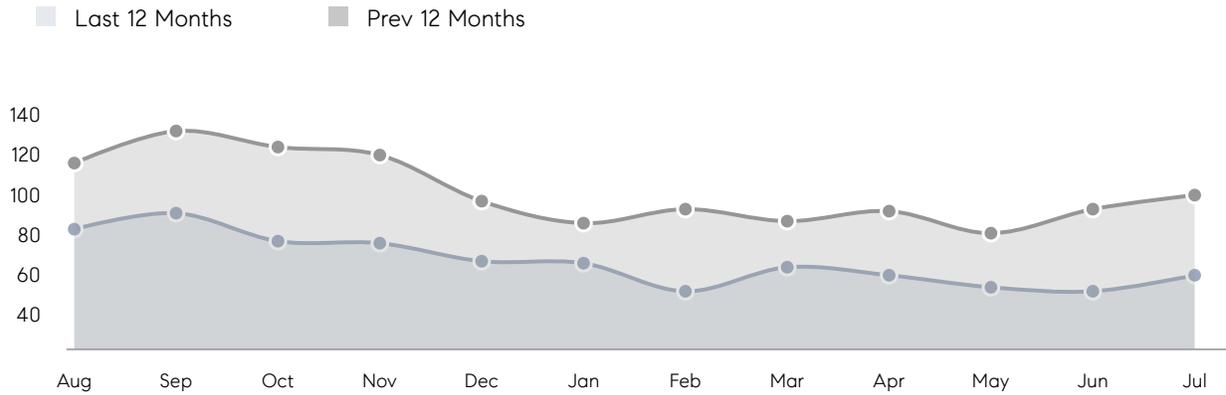
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	39	35	11%
	% OF ASKING PRICE	104%	103%	
	AVERAGE SOLD PRICE	\$390,912	\$367,995	6.2%
	# OF CONTRACTS	12	21	-42.9%
	NEW LISTINGS	33	44	-25%
Houses	AVERAGE DOM	36	31	16%
	% OF ASKING PRICE	105%	102%	
	AVERAGE SOLD PRICE	\$413,822	\$406,700	2%
	# OF CONTRACTS	7	16	-56%
	NEW LISTINGS	30	33	-9%
Condo/Co-op/TH	AVERAGE DOM	53	51	4%
	% OF ASKING PRICE	98%	106%	
	AVERAGE SOLD PRICE	\$284,000	\$236,400	20%
	# OF CONTRACTS	5	5	0%
	NEW LISTINGS	3	11	-73%

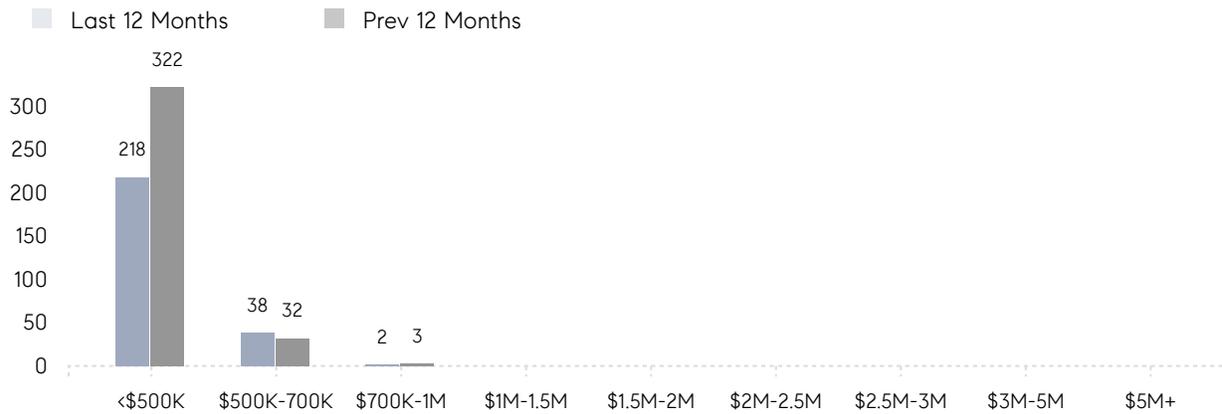
Elizabeth

JULY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Fanwood

JULY 2023

UNDER CONTRACT

7
Total
Properties

\$660K
Average
Price

\$679K
Median
Price

0%
Change From
Jul 2022

7%
Increase From
Jul 2022

13%
Increase From
Jul 2022

UNITS SOLD

5
Total
Properties

\$624K
Average
Price

\$670K
Median
Price

-55%
Decrease From
Jul 2022

-11%
Decrease From
Jul 2022

1%
Increase From
Jul 2022

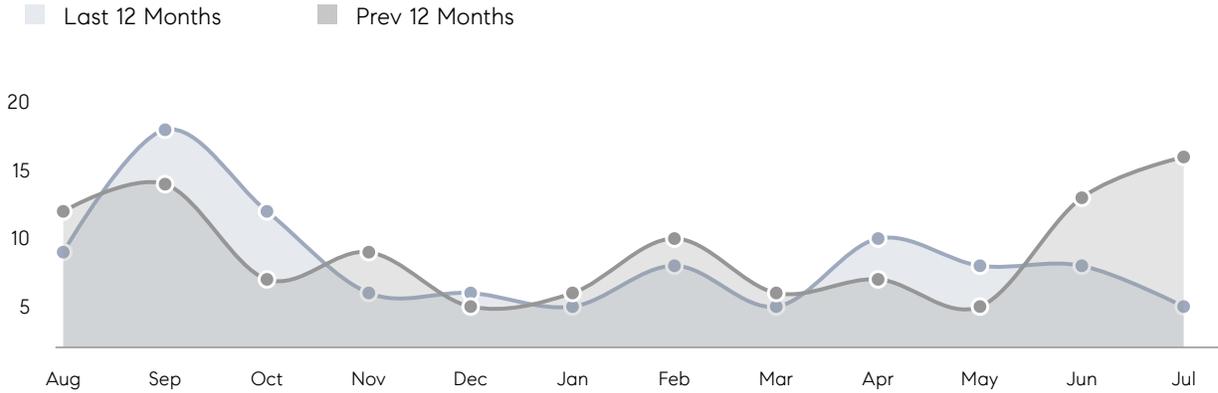
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	12	13	-8%
	% OF ASKING PRICE	109%	108%	
	AVERAGE SOLD PRICE	\$624,000	\$697,289	-10.5%
	# OF CONTRACTS	7	7	0.0%
	NEW LISTINGS	6	11	-45%
Houses	AVERAGE DOM	12	13	-8%
	% OF ASKING PRICE	109%	109%	
	AVERAGE SOLD PRICE	\$624,000	\$720,400	-13%
	# OF CONTRACTS	7	7	0%
	NEW LISTINGS	6	11	-45%
Condo/Co-op/TH	AVERAGE DOM	-	6	-
	% OF ASKING PRICE	-	104%	
	AVERAGE SOLD PRICE	-	\$466,181	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

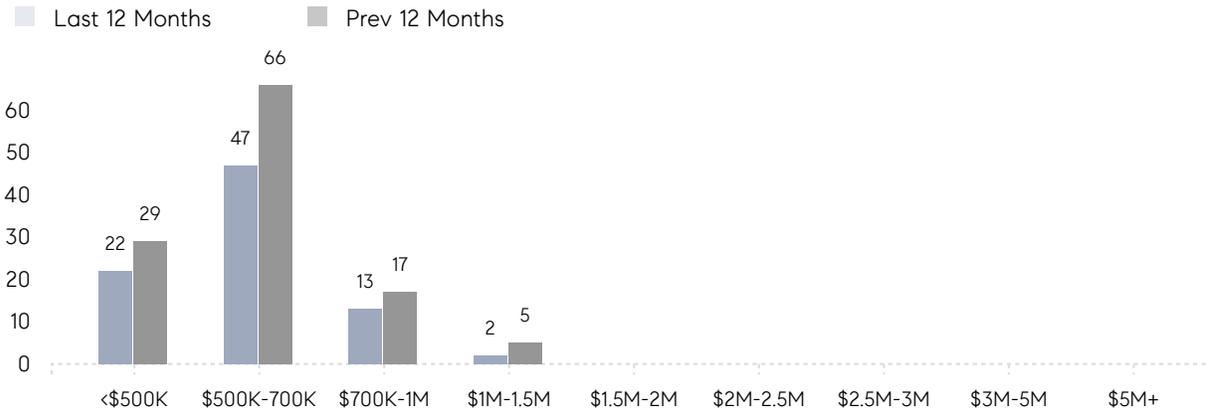
Fanwood

JULY 2023

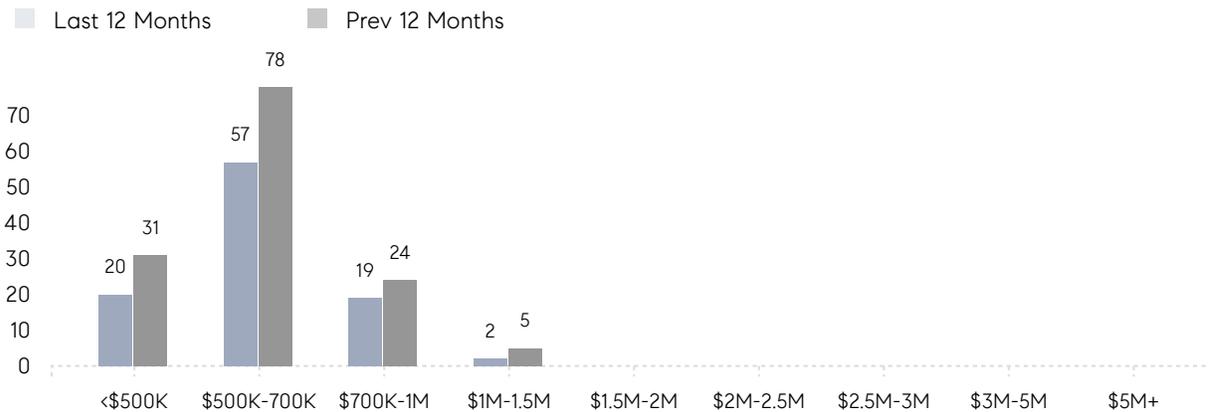
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Garwood

JULY 2023

UNDER CONTRACT

3	\$560K	\$535K
Total Properties	Average Price	Median Price
200%	-3%	-7%
Increase From Jul 2022	Decrease From Jul 2022	Decrease From Jul 2022

UNITS SOLD

2	\$617K	\$617K
Total Properties	Average Price	Median Price
-33%	16%	34%
Decrease From Jul 2022	Increase From Jul 2022	Increase From Jul 2022

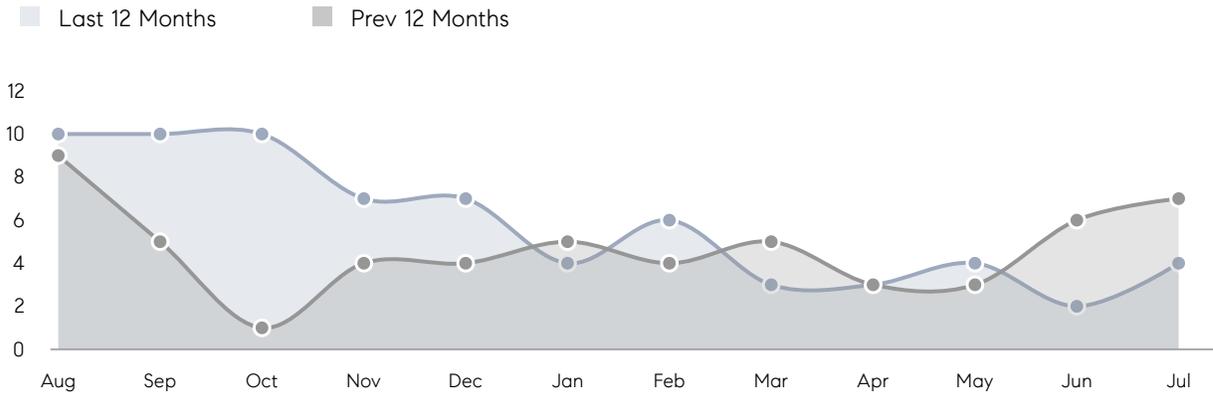
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	14	55	-75%
	% OF ASKING PRICE	103%	101%	
	AVERAGE SOLD PRICE	\$617,500	\$530,667	16.4%
	# OF CONTRACTS	3	1	200.0%
	NEW LISTINGS	6	3	100%
Houses	AVERAGE DOM	14	55	-75%
	% OF ASKING PRICE	103%	101%	
	AVERAGE SOLD PRICE	\$617,500	\$530,667	16%
	# OF CONTRACTS	3	1	200%
	NEW LISTINGS	6	3	100%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

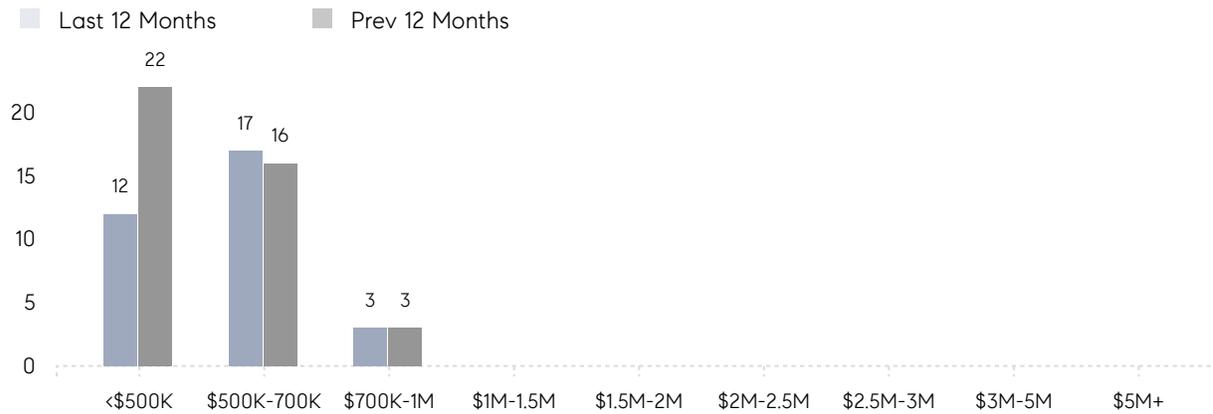
Garwood

JULY 2023

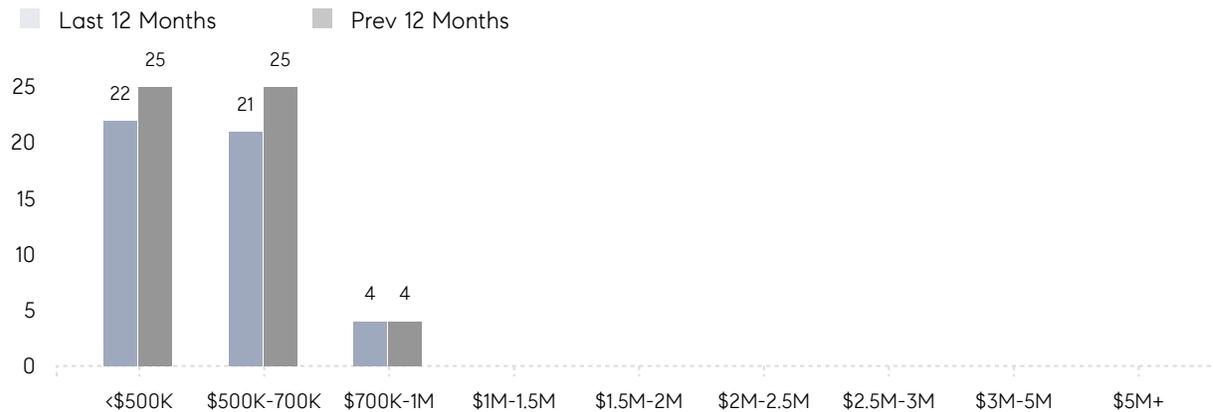
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Hillside

JULY 2023

UNDER CONTRACT

10
Total
Properties

\$400K
Average
Price

\$437K
Median
Price

-23%
Decrease From
Jul 2022

2%
Increase From
Jul 2022

10%
Increase From
Jul 2022

UNITS SOLD

7
Total
Properties

\$479K
Average
Price

\$442K
Median
Price

-22%
Decrease From
Jul 2022

6%
Increase From
Jul 2022

-3%
Decrease From
Jul 2022

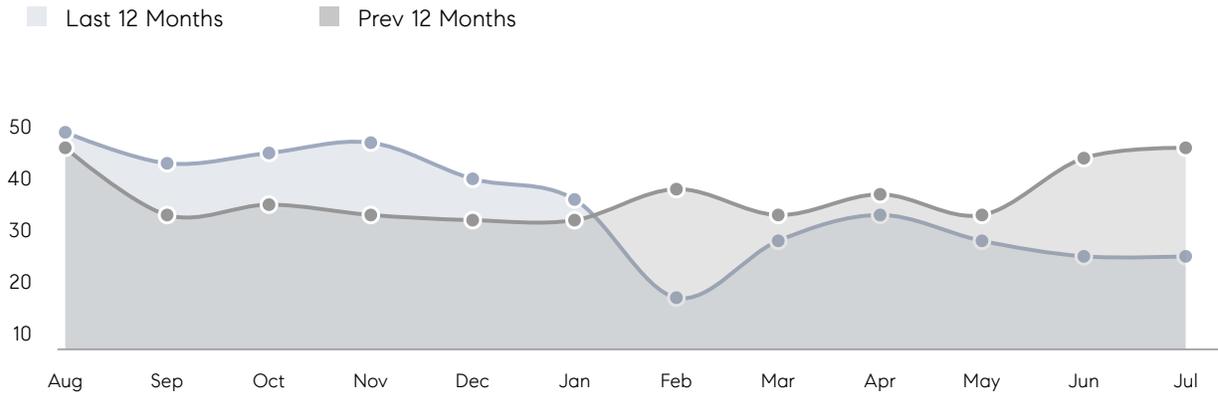
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	37	25	48%
	% OF ASKING PRICE	108%	104%	
	AVERAGE SOLD PRICE	\$479,539	\$454,530	5.5%
	# OF CONTRACTS	10	13	-23.1%
	NEW LISTINGS	18	26	-31%
Houses	AVERAGE DOM	37	25	48%
	% OF ASKING PRICE	108%	104%	
	AVERAGE SOLD PRICE	\$479,539	\$454,530	6%
	# OF CONTRACTS	10	13	-23%
	NEW LISTINGS	18	26	-31%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

Hillside

JULY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Kenilworth

JULY 2023

UNDER CONTRACT

9
Total
Properties

\$566K
Average
Price

\$525K
Median
Price

-25%
Decrease From
Jul 2022

15%
Increase From
Jul 2022

12%
Increase From
Jul 2022

UNITS SOLD

5
Total
Properties

\$535K
Average
Price

\$465K
Median
Price

-64%
Decrease From
Jul 2022

3%
Increase From
Jul 2022

-8%
Decrease From
Jul 2022

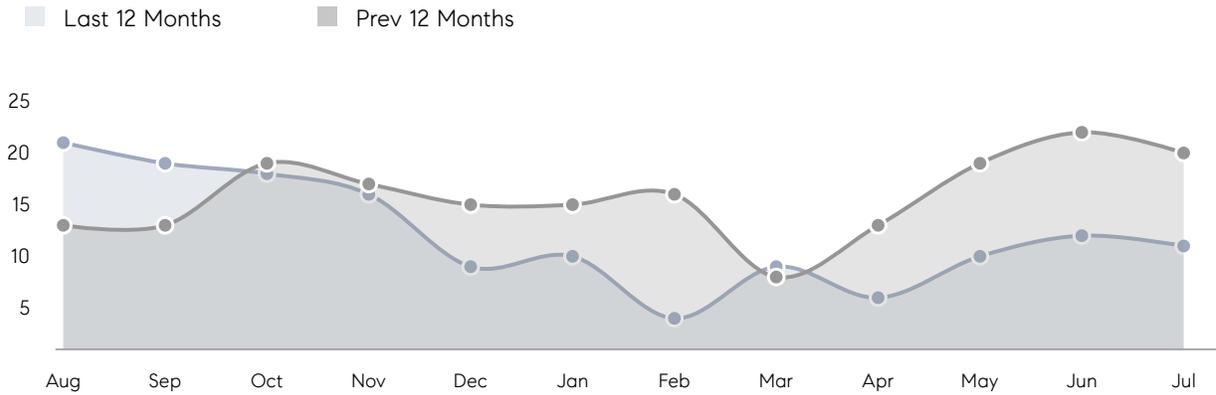
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	30	19	58%
	% OF ASKING PRICE	102%	105%	
	AVERAGE SOLD PRICE	\$535,800	\$520,929	2.9%
	# OF CONTRACTS	9	12	-25.0%
	NEW LISTINGS	10	13	-23%
Houses	AVERAGE DOM	30	19	58%
	% OF ASKING PRICE	102%	105%	
	AVERAGE SOLD PRICE	\$535,800	\$520,929	3%
	# OF CONTRACTS	9	12	-25%
	NEW LISTINGS	10	13	-23%
Condo/Co-op/TH	AVERAGE DOM	-	-	-
	% OF ASKING PRICE	-	-	
	AVERAGE SOLD PRICE	-	-	-
	# OF CONTRACTS	0	0	0%
	NEW LISTINGS	0	0	0%

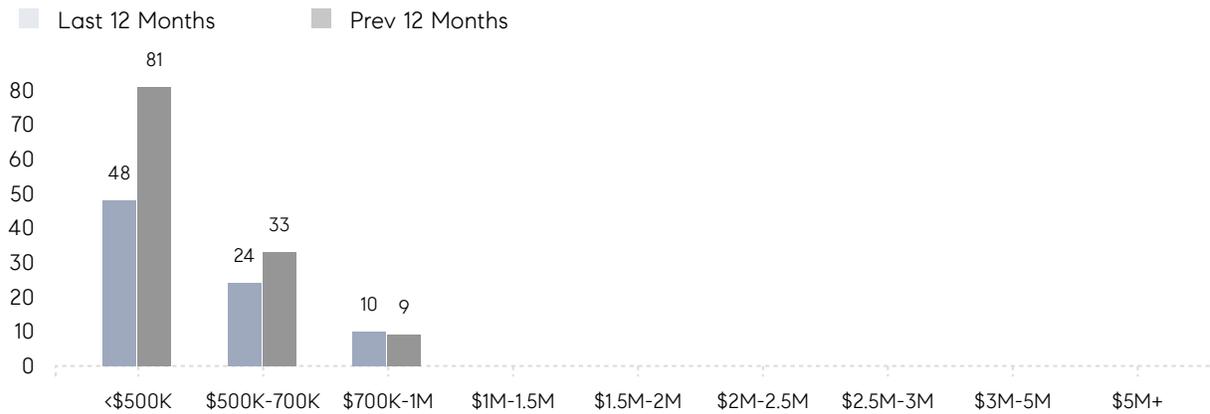
Kenilworth

JULY 2023

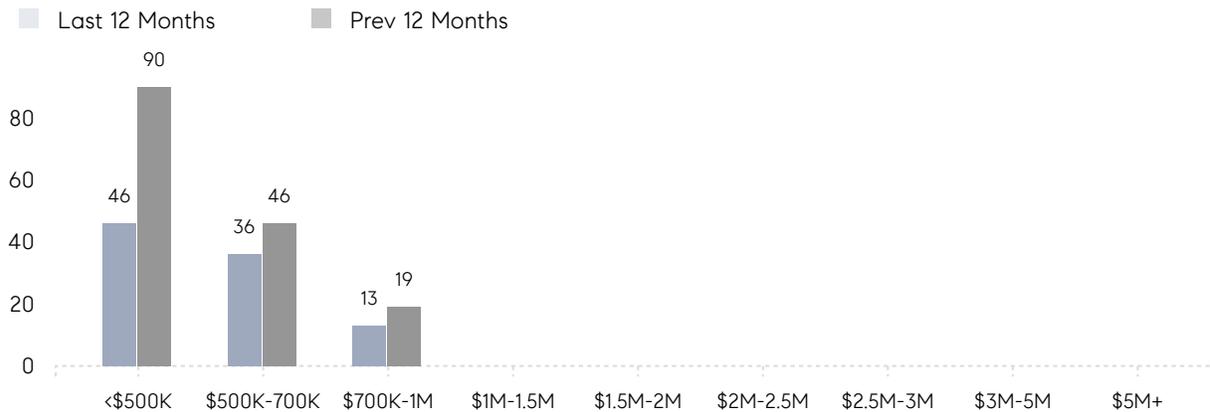
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Linden

JULY 2023

UNDER CONTRACT

27
Total
Properties

\$523K
Average
Price

\$479K
Median
Price

-10%
Decrease From
Jul 2022

23%
Increase From
Jul 2022

15%
Increase From
Jul 2022

UNITS SOLD

22
Total
Properties

\$439K
Average
Price

\$452K
Median
Price

-29%
Decrease From
Jul 2022

5%
Increase From
Jul 2022

10%
Increase From
Jul 2022

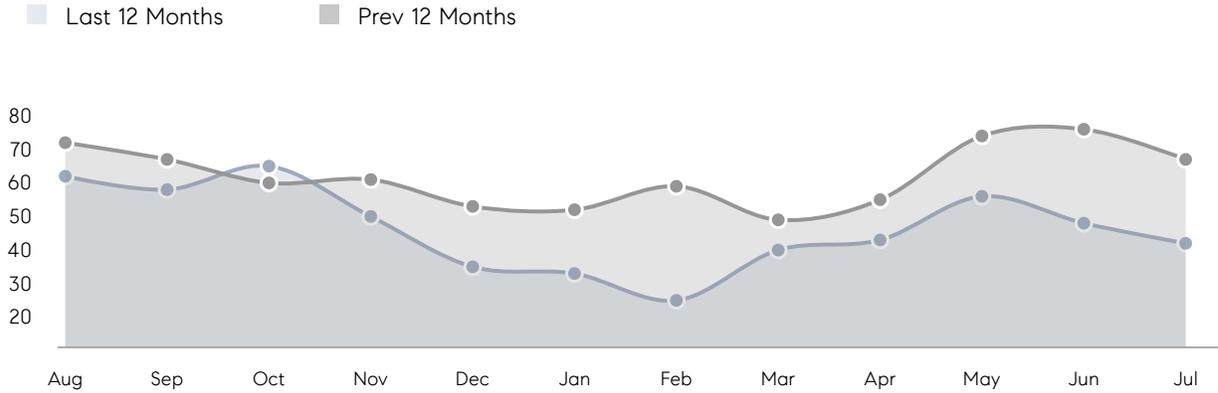
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	27	30	-10%
	% OF ASKING PRICE	104%	104%	
	AVERAGE SOLD PRICE	\$439,500	\$417,274	5.3%
	# OF CONTRACTS	27	30	-10.0%
	NEW LISTINGS	35	33	6%
Houses	AVERAGE DOM	23	32	-28%
	% OF ASKING PRICE	105%	104%	
	AVERAGE SOLD PRICE	\$489,056	\$442,056	11%
	# OF CONTRACTS	25	28	-11%
	NEW LISTINGS	34	30	13%
Condo/Co-op/TH	AVERAGE DOM	43	19	126%
	% OF ASKING PRICE	101%	110%	
	AVERAGE SOLD PRICE	\$216,500	\$250,000	-13%
	# OF CONTRACTS	2	2	0%
	NEW LISTINGS	1	3	-67%

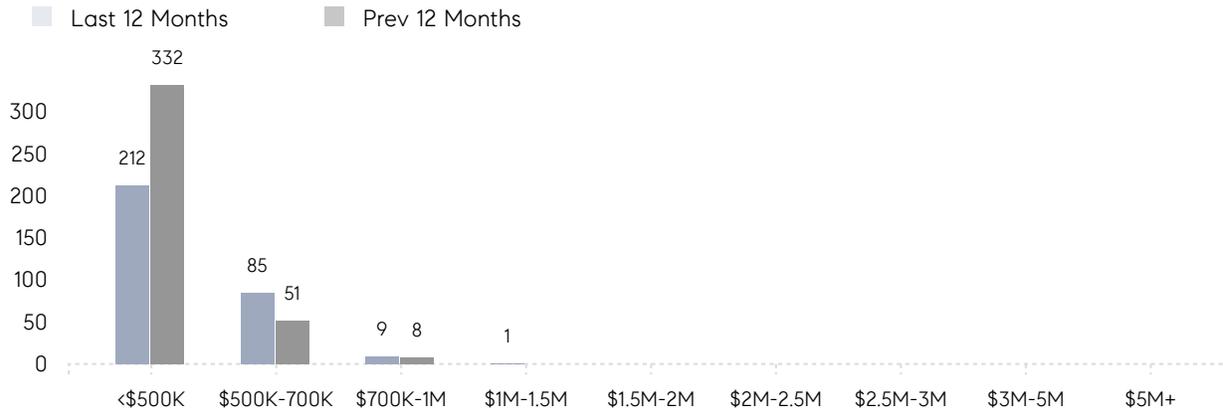
Linden

JULY 2023

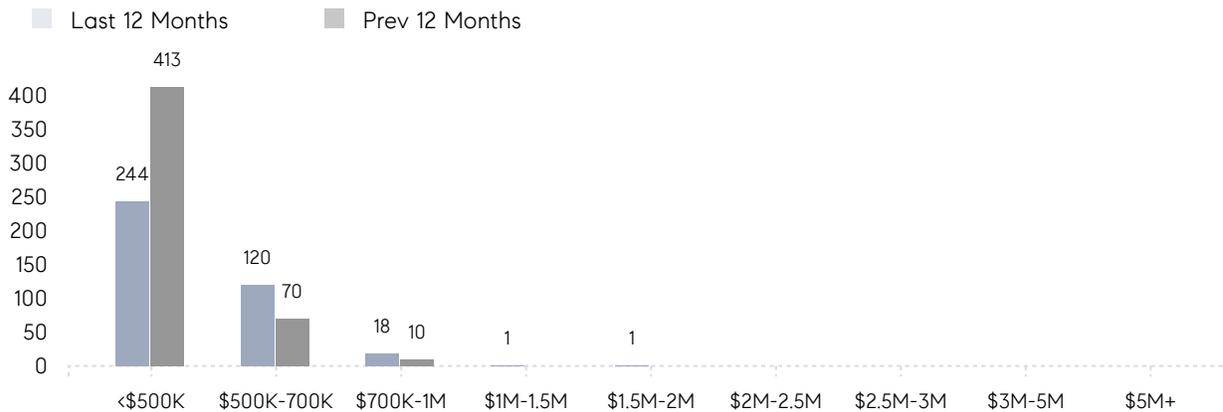
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Mountainside

JULY 2023

UNDER CONTRACT

9	\$824K	\$799K
Total Properties	Average Price	Median Price
29%	-4%	-6%
Increase From Jul 2022	Decrease From Jul 2022	Decrease From Jul 2022

UNITS SOLD

8	\$1.0M	\$1.0M
Total Properties	Average Price	Median Price
14%	30%	26%
Increase From Jul 2022	Increase From Jul 2022	Increase From Jul 2022

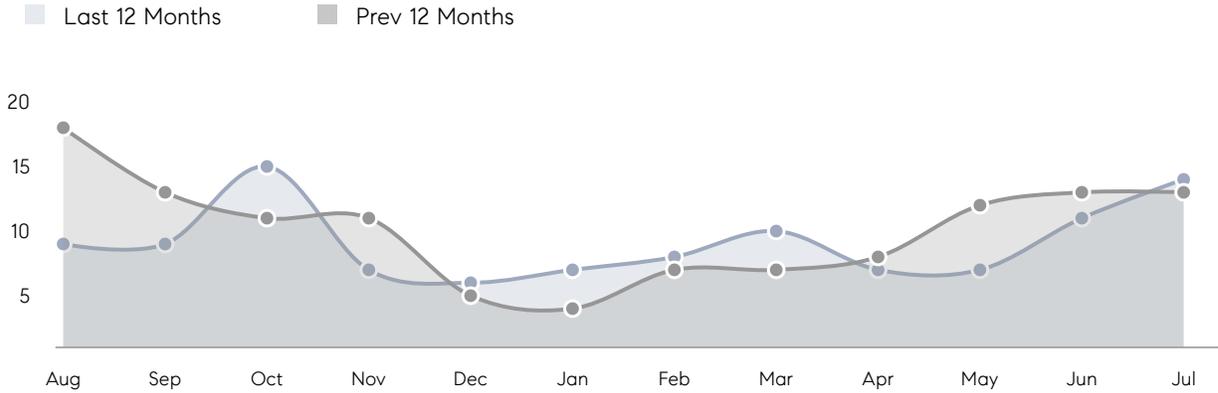
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	66	25	164%
	% OF ASKING PRICE	103%	99%	
	AVERAGE SOLD PRICE	\$1,056,581	\$812,429	30.1%
	# OF CONTRACTS	9	7	28.6%
	NEW LISTINGS	13	10	30%
Houses	AVERAGE DOM	32	25	28%
	% OF ASKING PRICE	101%	100%	
	AVERAGE SOLD PRICE	\$984,600	\$807,000	22%
	# OF CONTRACTS	6	7	-14%
	NEW LISTINGS	11	10	10%
Condo/Co-op/TH	AVERAGE DOM	122	22	455%
	% OF ASKING PRICE	107%	98%	
	AVERAGE SOLD PRICE	\$1,176,548	\$845,000	39%
	# OF CONTRACTS	3	0	0%
	NEW LISTINGS	2	0	0%

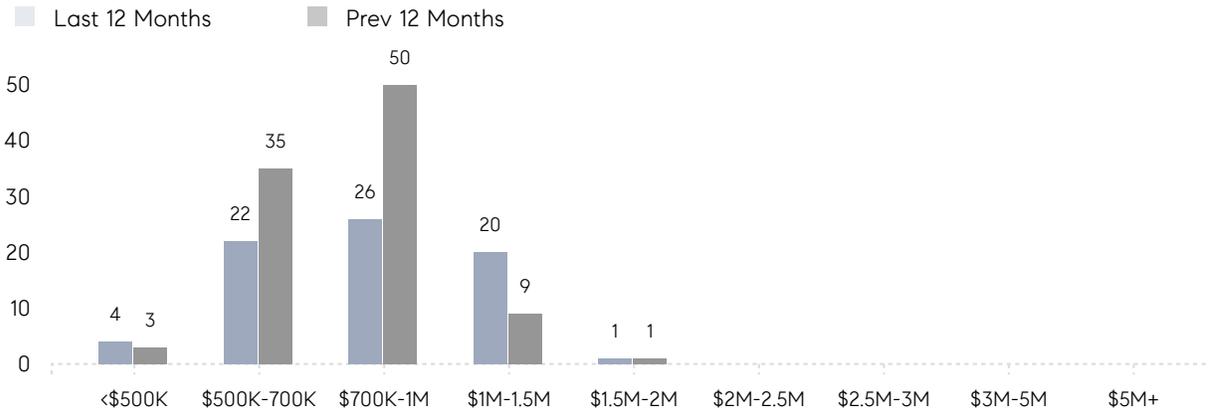
Mountainside

JULY 2023

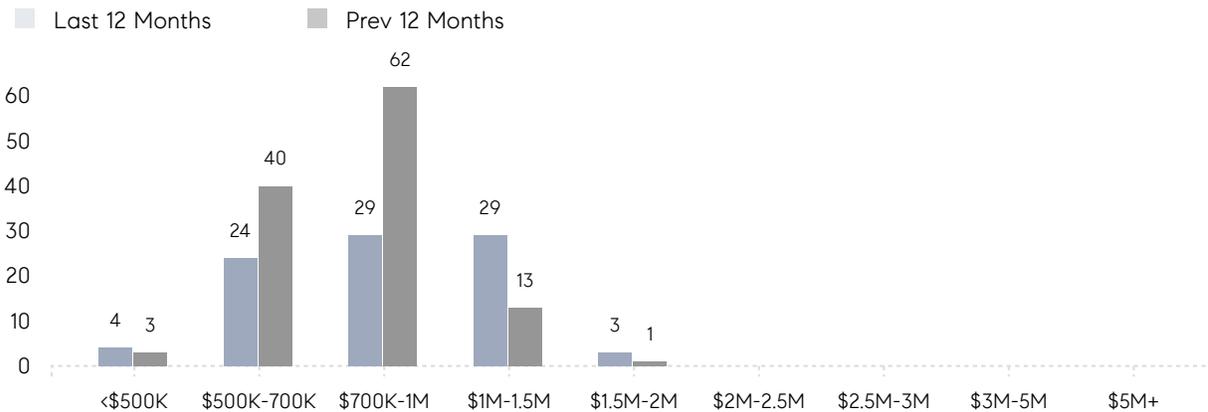
Monthly Inventory



Contracts By Price Range



Listings By Price Range



New Providence

JULY 2023

UNDER CONTRACT

7
Total
Properties

\$849K
Average
Price

\$836K
Median
Price

-67%
Decrease From
Jul 2022

5%
Increase From
Jul 2022

12%
Increase From
Jul 2022

UNITS SOLD

12
Total
Properties

\$760K
Average
Price

\$736K
Median
Price

-40%
Decrease From
Jul 2022

-18%
Decrease From
Jul 2022

-11%
Decrease From
Jul 2022

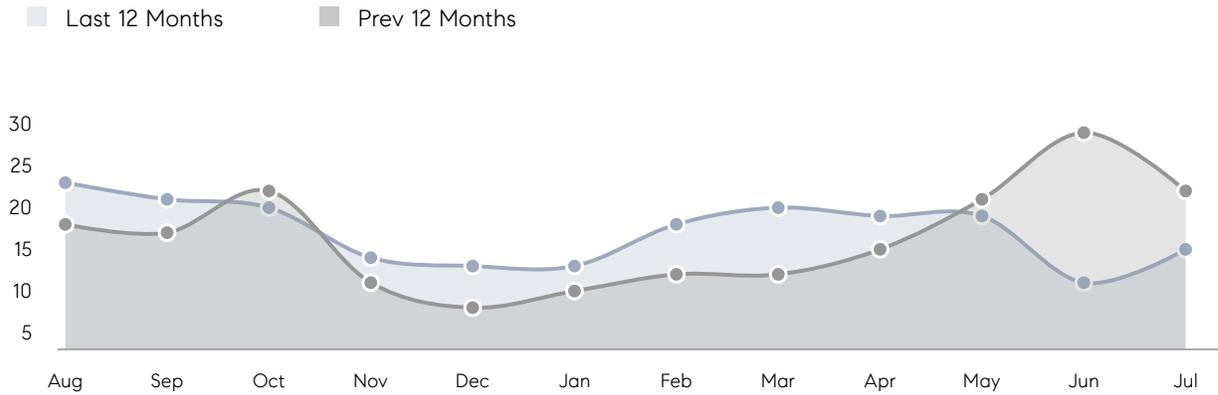
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	14	16	-12%
	% OF ASKING PRICE	108%	106%	
	AVERAGE SOLD PRICE	\$760,458	\$925,050	-17.8%
	# OF CONTRACTS	7	21	-66.7%
	NEW LISTINGS	15	16	-6%
Houses	AVERAGE DOM	13	16	-19%
	% OF ASKING PRICE	108%	107%	
	AVERAGE SOLD PRICE	\$792,318	\$948,667	-16%
	# OF CONTRACTS	7	18	-61%
	NEW LISTINGS	12	14	-14%
Condo/Co-op/TH	AVERAGE DOM	26	19	37%
	% OF ASKING PRICE	102%	98%	
	AVERAGE SOLD PRICE	\$410,000	\$712,500	-42%
	# OF CONTRACTS	0	3	0%
	NEW LISTINGS	3	2	50%

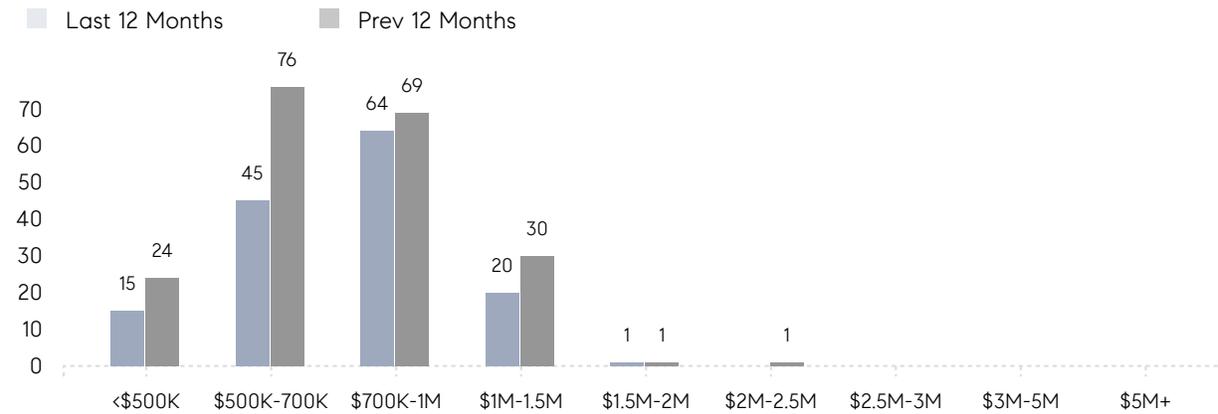
New Providence

JULY 2023

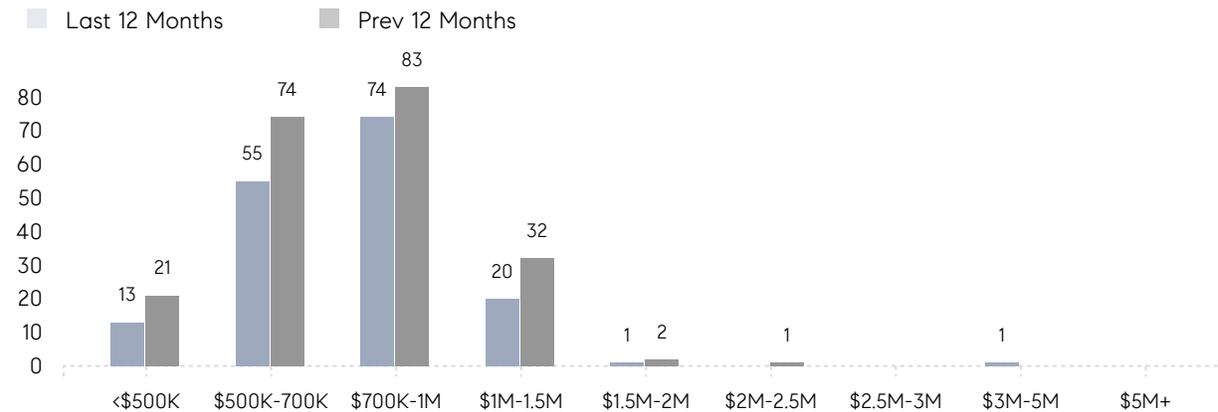
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Plainfield

JULY 2023

UNDER CONTRACT

21
Total
Properties

\$443K
Average
Price

\$429K
Median
Price

24%
Increase From
Jul 2022

23%
Increase From
Jul 2022

18%
Increase From
Jul 2022

UNITS SOLD

18
Total
Properties

\$418K
Average
Price

\$410K
Median
Price

-25%
Decrease From
Jul 2022

2%
Increase From
Jul 2022

1%
Increase From
Jul 2022

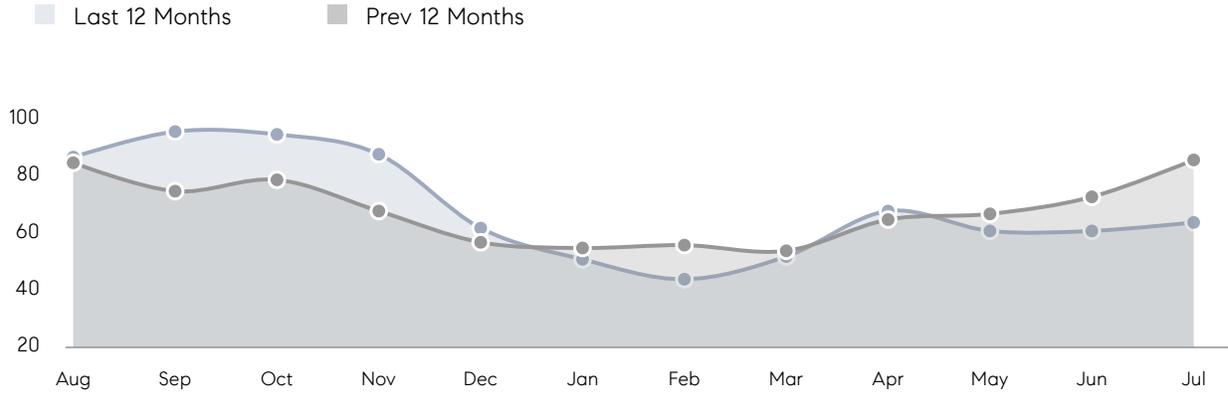
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	44	33	33%
	% OF ASKING PRICE	102%	103%	
	AVERAGE SOLD PRICE	\$418,711	\$410,396	2.0%
	# OF CONTRACTS	21	17	23.5%
	NEW LISTINGS	29	41	-29%
Houses	AVERAGE DOM	44	34	29%
	% OF ASKING PRICE	102%	104%	
	AVERAGE SOLD PRICE	\$418,711	\$422,250	-1%
	# OF CONTRACTS	20	15	33%
	NEW LISTINGS	28	41	-32%
Condo/Co-op/TH	AVERAGE DOM	-	18	-
	% OF ASKING PRICE	-	102%	
	AVERAGE SOLD PRICE	-	\$280,000	-
	# OF CONTRACTS	1	2	-50%
	NEW LISTINGS	1	0	0%

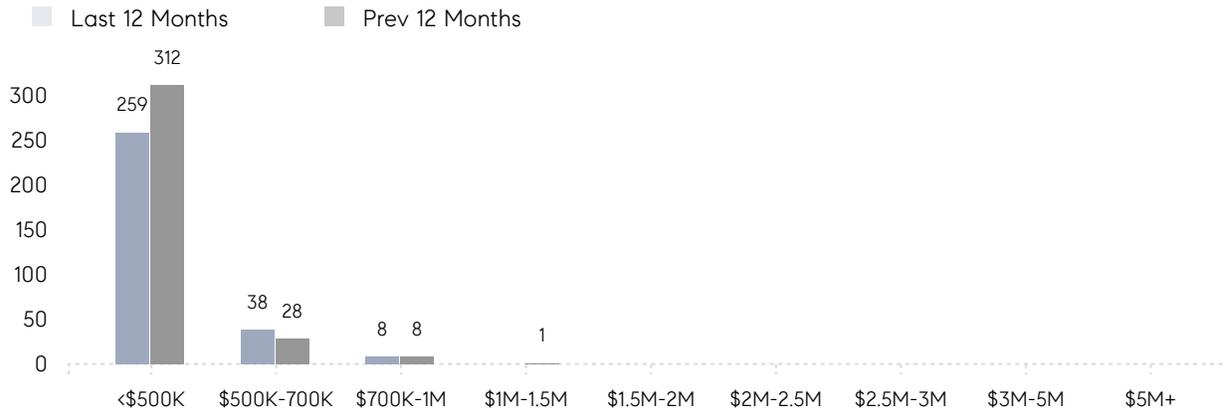
Plainfield

JULY 2023

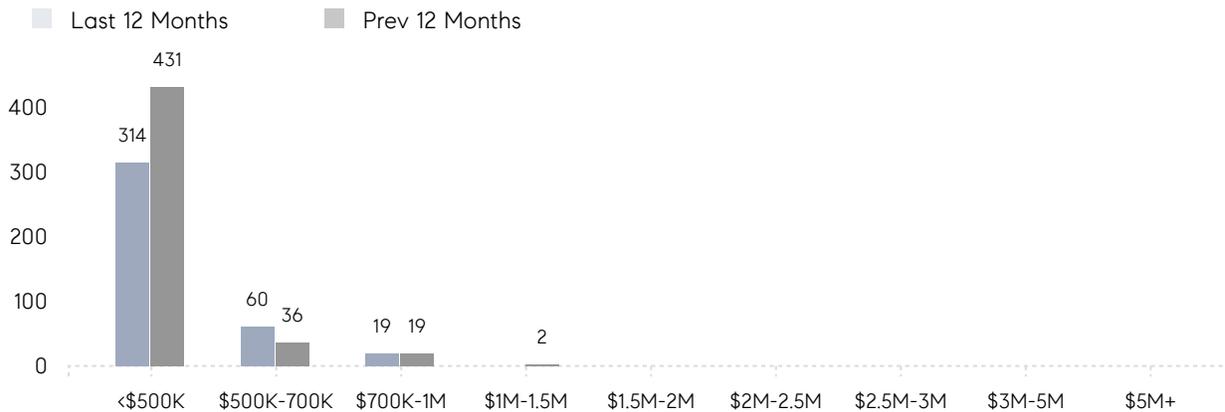
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Rahway

JULY 2023

UNDER CONTRACT

20
Total
Properties

\$455K
Average
Price

\$421K
Median
Price

-13%
Decrease From
Jul 2022

15%
Increase From
Jul 2022

6%
Increase From
Jul 2022

UNITS SOLD

17
Total
Properties

\$497K
Average
Price

\$460K
Median
Price

-29%
Decrease From
Jul 2022

15%
Increase From
Jul 2022

8%
Increase From
Jul 2022

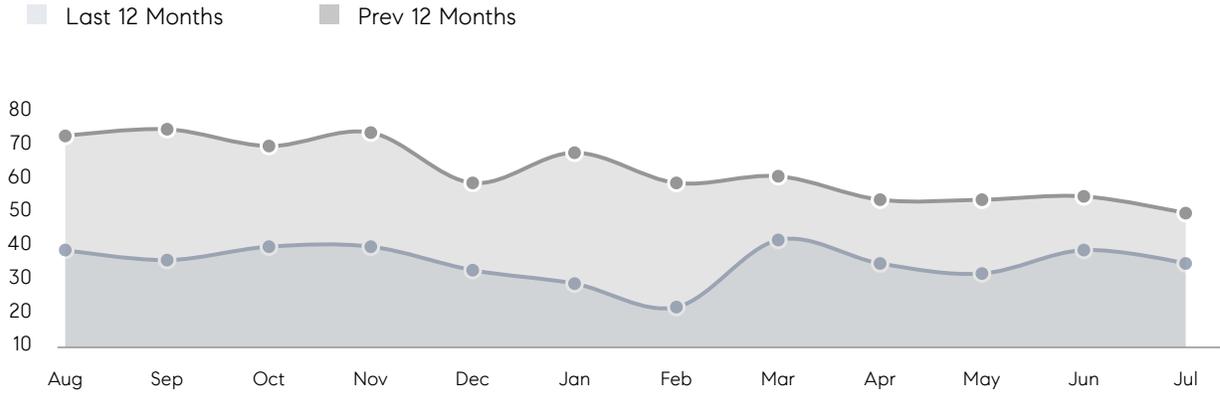
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	24	40	-40%
	% OF ASKING PRICE	104%	105%	
	AVERAGE SOLD PRICE	\$497,176	\$433,125	14.8%
	# OF CONTRACTS	20	23	-13.0%
	NEW LISTINGS	18	25	-28%
Houses	AVERAGE DOM	27	40	-32%
	% OF ASKING PRICE	105%	105%	
	AVERAGE SOLD PRICE	\$512,867	\$439,130	17%
	# OF CONTRACTS	15	22	-32%
	NEW LISTINGS	14	24	-42%
Condo/Co-op/TH	AVERAGE DOM	2	44	-95%
	% OF ASKING PRICE	100%	100%	
	AVERAGE SOLD PRICE	\$379,500	\$295,000	29%
	# OF CONTRACTS	5	1	400%
	NEW LISTINGS	4	1	300%

Rahway

JULY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Roselle

JULY 2023

UNDER CONTRACT

16
Total
Properties

\$455K
Average
Price

\$432K
Median
Price

-30%
Decrease From
Jul 2022

19%
Increase From
Jul 2022

9%
Increase From
Jul 2022

UNITS SOLD

15
Total
Properties

\$448K
Average
Price

\$470K
Median
Price

-12%
Decrease From
Jul 2022

16%
Increase From
Jul 2022

18%
Increase From
Jul 2022

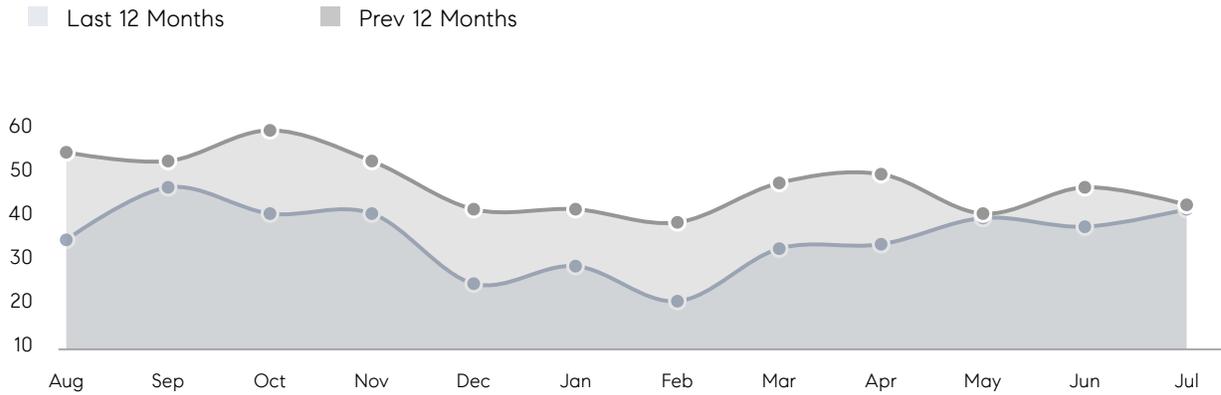
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	39	34	15%
	% OF ASKING PRICE	108%	103%	
	AVERAGE SOLD PRICE	\$448,467	\$387,824	15.6%
	# OF CONTRACTS	16	23	-30.4%
	NEW LISTINGS	26	24	8%
Houses	AVERAGE DOM	42	36	17%
	% OF ASKING PRICE	108%	104%	
	AVERAGE SOLD PRICE	\$486,692	\$405,188	20%
	# OF CONTRACTS	16	21	-24%
	NEW LISTINGS	26	21	24%
Condo/Co-op/TH	AVERAGE DOM	18	0	-
	% OF ASKING PRICE	108%	92%	
	AVERAGE SOLD PRICE	\$200,000	\$110,000	82%
	# OF CONTRACTS	0	2	0%
	NEW LISTINGS	0	3	0%

Roselle

JULY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Roselle Park

JULY 2023

UNDER CONTRACT

6
Total
Properties

\$531K
Average
Price

\$511K
Median
Price

-60%
Decrease From
Jul 2022

39%
Increase From
Jul 2022

20%
Increase From
Jul 2022

UNITS SOLD

9
Total
Properties

\$526K
Average
Price

\$490K
Median
Price

-31%
Decrease From
Jul 2022

26%
Increase From
Jul 2022

20%
Increase From
Jul 2022

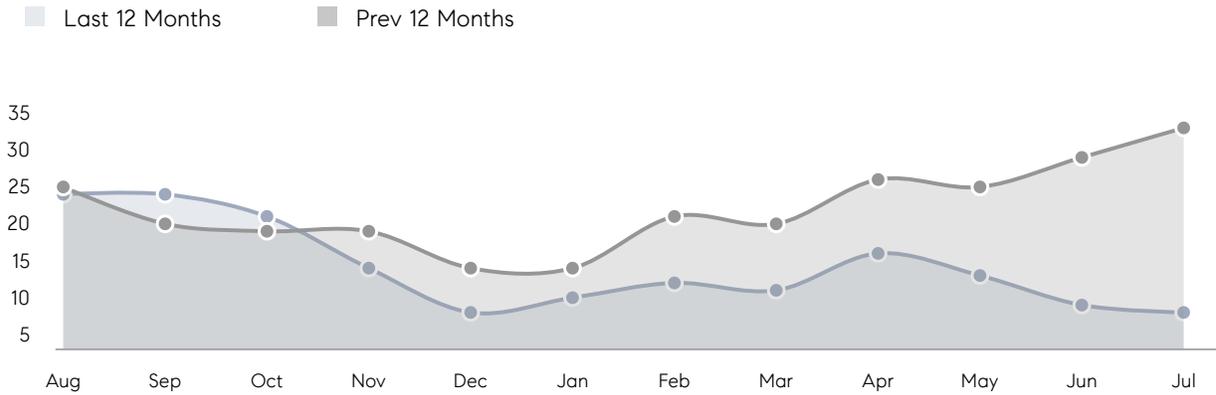
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	33	25	32%
	% OF ASKING PRICE	108%	107%	
	AVERAGE SOLD PRICE	\$526,556	\$417,462	26.1%
	# OF CONTRACTS	6	15	-60.0%
	NEW LISTINGS	7	21	-67%
Houses	AVERAGE DOM	33	24	38%
	% OF ASKING PRICE	108%	106%	
	AVERAGE SOLD PRICE	\$526,556	\$432,667	22%
	# OF CONTRACTS	6	11	-45%
	NEW LISTINGS	7	19	-63%
Condo/Co-op/TH	AVERAGE DOM	-	27	-
	% OF ASKING PRICE	-	107%	
	AVERAGE SOLD PRICE	-	\$235,000	-
	# OF CONTRACTS	0	4	0%
	NEW LISTINGS	0	2	0%

Roselle Park

JULY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Scotch Plains

JULY 2023

UNDER CONTRACT

15
Total
Properties

\$904K
Average
Price

\$824K
Median
Price

-42%
Decrease From
Jul 2022

29%
Increase From
Jul 2022

40%
Increase From
Jul 2022

UNITS SOLD

33
Total
Properties

\$882K
Average
Price

\$850K
Median
Price

-3%
Decrease From
Jul 2022

6%
Increase From
Jul 2022

23%
Increase From
Jul 2022

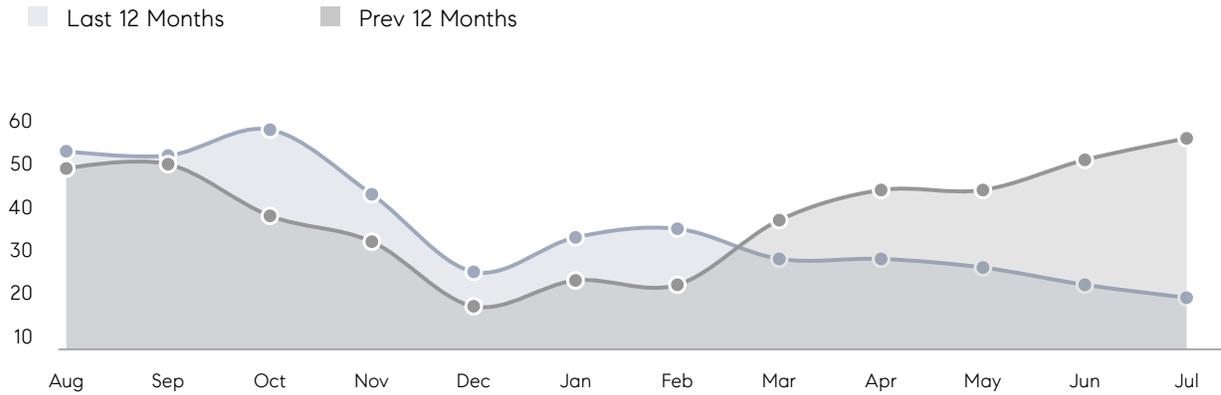
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	19	25	-24%
	% OF ASKING PRICE	108%	104%	
	AVERAGE SOLD PRICE	\$882,118	\$832,219	6.0%
	# OF CONTRACTS	15	26	-42.3%
	NEW LISTINGS	18	41	-56%
Houses	AVERAGE DOM	21	22	-5%
	% OF ASKING PRICE	107%	104%	
	AVERAGE SOLD PRICE	\$940,746	\$898,843	5%
	# OF CONTRACTS	15	21	-29%
	NEW LISTINGS	18	36	-50%
Condo/Co-op/TH	AVERAGE DOM	10	44	-77%
	% OF ASKING PRICE	111%	102%	
	AVERAGE SOLD PRICE	\$664,357	\$445,800	49%
	# OF CONTRACTS	0	5	0%
	NEW LISTINGS	0	5	0%

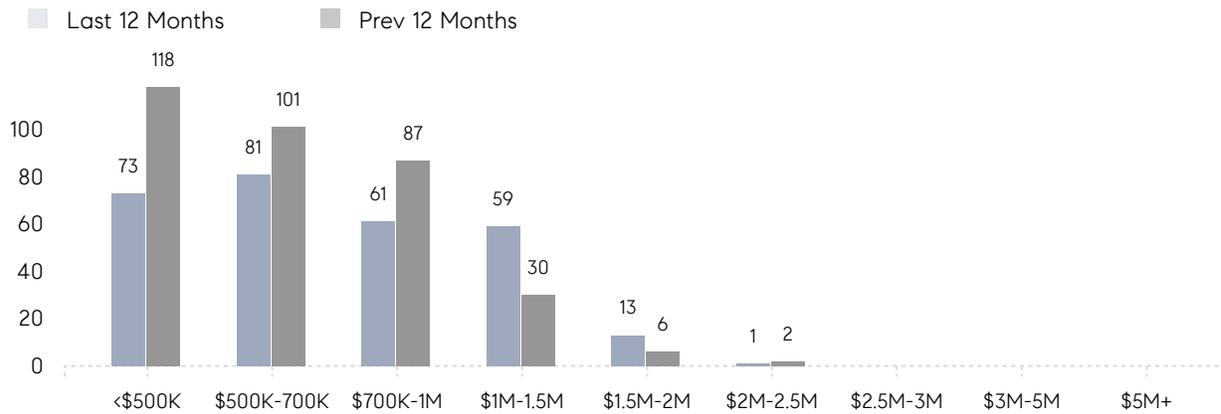
Scotch Plains

JULY 2023

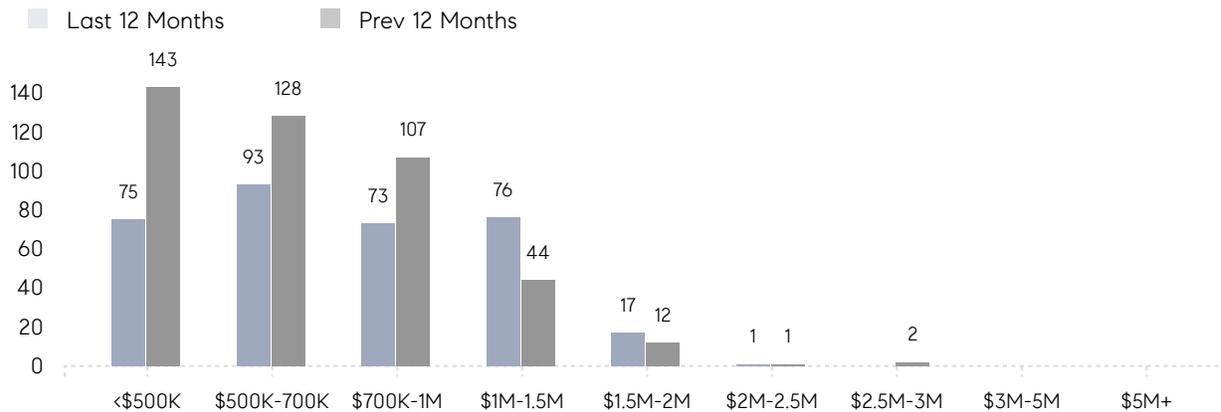
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Springfield

JULY 2023

UNDER CONTRACT

13
Total
Properties

\$721K
Average
Price

\$499K
Median
Price

-38%
Decrease From
Jul 2022

16%
Increase From
Jul 2022

0%
Change From
Jul 2022

UNITS SOLD

9
Total
Properties

\$479K
Average
Price

\$451K
Median
Price

-55%
Decrease From
Jul 2022

-25%
Decrease From
Jul 2022

-26%
Decrease From
Jul 2022

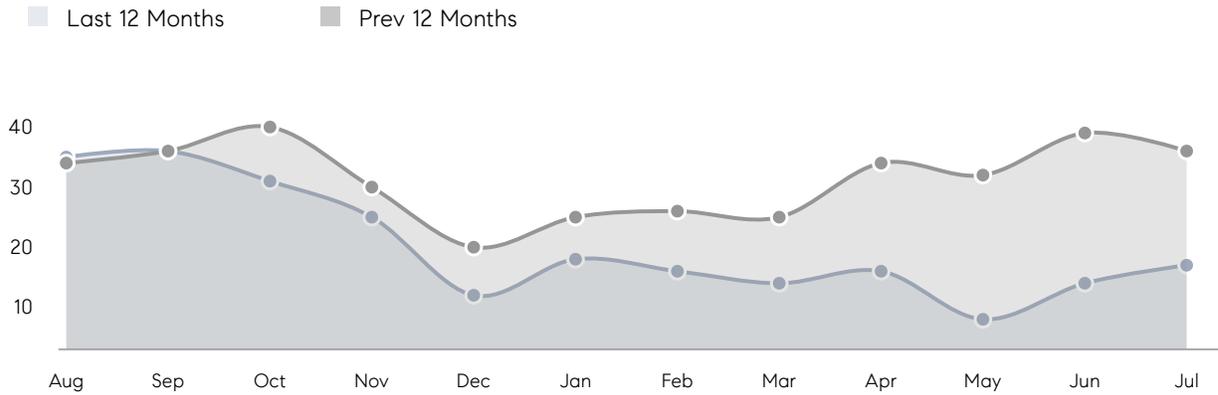
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	15	25	-40%
	% OF ASKING PRICE	108%	102%	
	AVERAGE SOLD PRICE	\$479,556	\$637,328	-24.8%
	# OF CONTRACTS	13	21	-38.1%
	NEW LISTINGS	20	23	-13%
Houses	AVERAGE DOM	12	27	-56%
	% OF ASKING PRICE	107%	102%	
	AVERAGE SOLD PRICE	\$661,250	\$681,621	-3%
	# OF CONTRACTS	9	19	-53%
	NEW LISTINGS	18	18	0%
Condo/Co-op/TH	AVERAGE DOM	17	15	13%
	% OF ASKING PRICE	109%	107%	
	AVERAGE SOLD PRICE	\$334,200	\$386,333	-13%
	# OF CONTRACTS	4	2	100%
	NEW LISTINGS	2	5	-60%

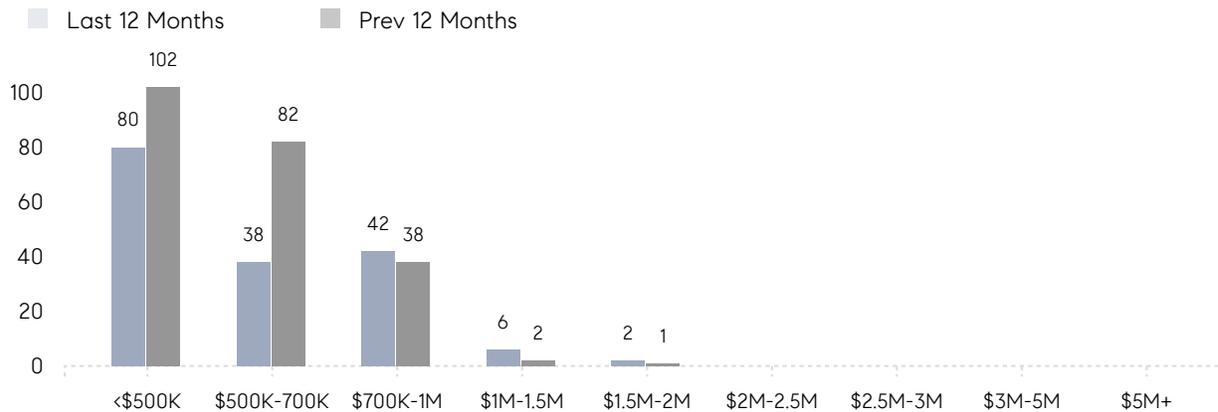
Springfield

JULY 2023

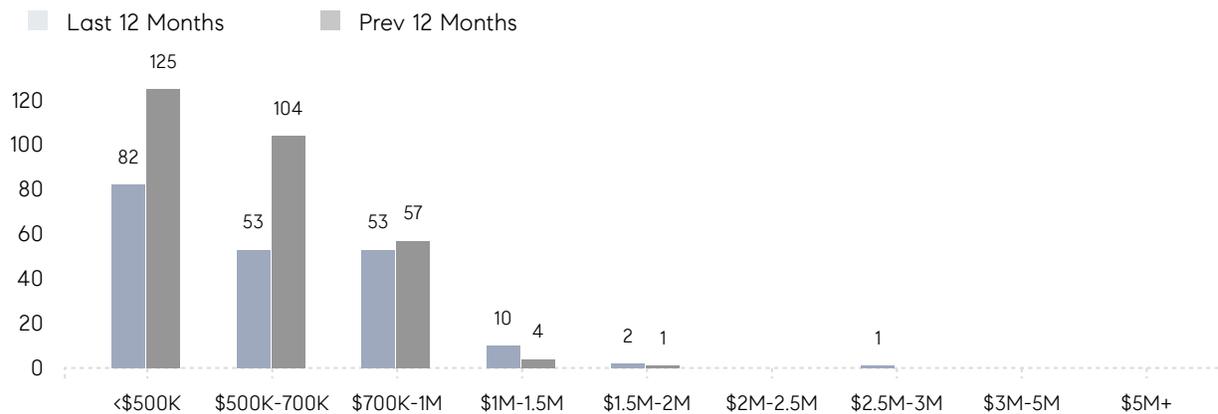
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Summit

JULY 2023

UNDER CONTRACT

15
Total
Properties

\$1.0M
Average
Price

\$995K
Median
Price

-32%
Decrease From
Jul 2022

7%
Increase From
Jul 2022

24%
Increase From
Jul 2022

UNITS SOLD

21
Total
Properties

\$1.6M
Average
Price

\$1.3M
Median
Price

-45%
Decrease From
Jul 2022

15%
Increase From
Jul 2022

2%
Increase From
Jul 2022

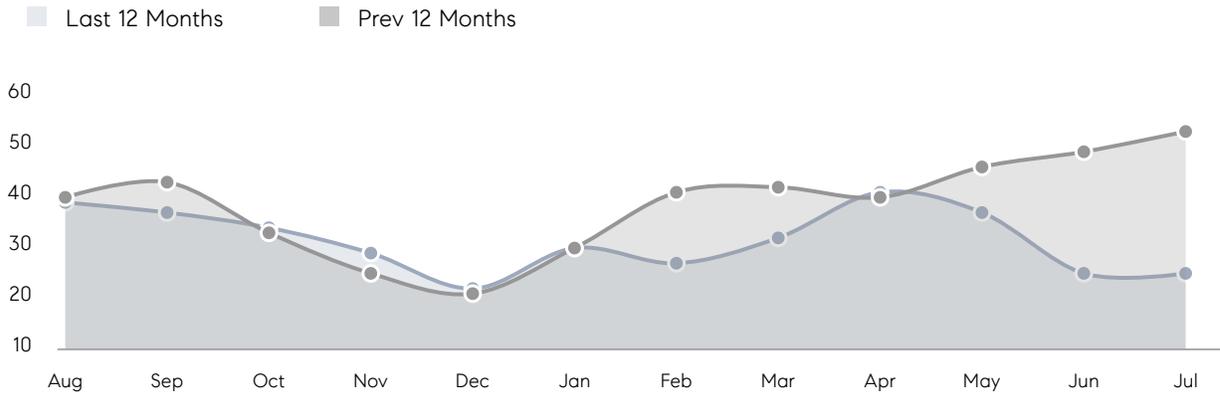
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	22	15	47%
	% OF ASKING PRICE	104%	107%	
	AVERAGE SOLD PRICE	\$1,657,815	\$1,438,618	15.2%
	# OF CONTRACTS	15	22	-31.8%
	NEW LISTINGS	17	38	-55%
Houses	AVERAGE DOM	22	15	47%
	% OF ASKING PRICE	104%	108%	
	AVERAGE SOLD PRICE	\$1,691,456	\$1,551,426	9%
	# OF CONTRACTS	11	20	-45%
	NEW LISTINGS	17	28	-39%
Condo/Co-op/TH	AVERAGE DOM	28	16	75%
	% OF ASKING PRICE	103%	101%	
	AVERAGE SOLD PRICE	\$985,000	\$479,750	105%
	# OF CONTRACTS	4	2	100%
	NEW LISTINGS	0	10	0%

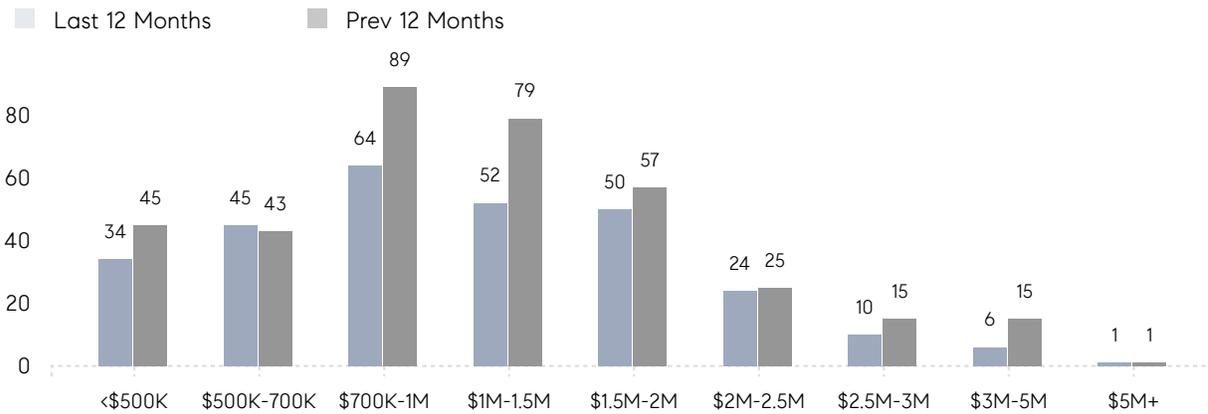
Summit

JULY 2023

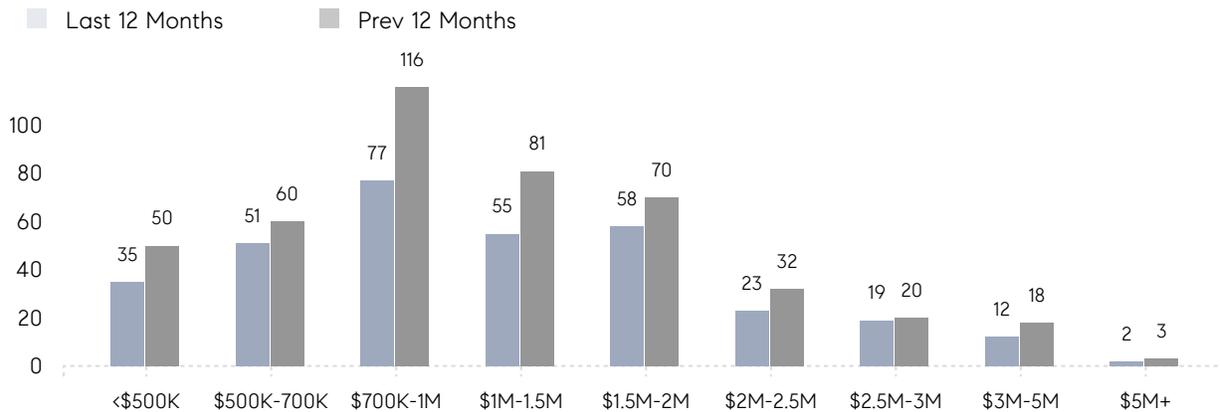
Monthly Inventory



Contracts By Price Range



Listings By Price Range



Union

JULY 2023

UNDER CONTRACT

41
Total
Properties

\$474K
Average
Price

\$480K
Median
Price

-18%
Decrease From
Jul 2022

10%
Increase From
Jul 2022

17%
Increase From
Jul 2022

UNITS SOLD

22
Total
Properties

\$497K
Average
Price

\$517K
Median
Price

-65%
Decrease From
Jul 2022

6%
Increase From
Jul 2022

9%
Increase From
Jul 2022

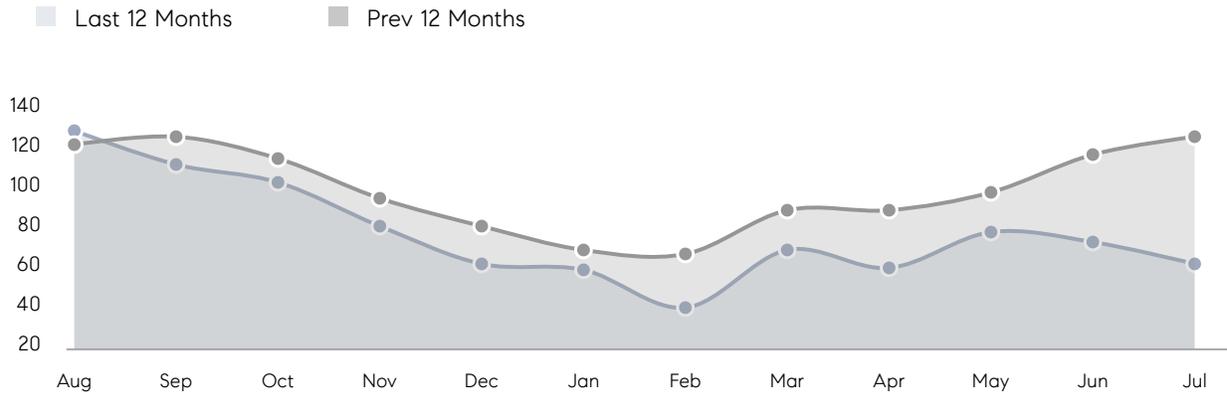
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	21	23	-9%
	% OF ASKING PRICE	108%	106%	
	AVERAGE SOLD PRICE	\$497,314	\$468,183	6.2%
	# OF CONTRACTS	41	50	-18.0%
	NEW LISTINGS	43	75	-43%
Houses	AVERAGE DOM	22	23	-4%
	% OF ASKING PRICE	108%	106%	
	AVERAGE SOLD PRICE	\$514,295	\$491,509	5%
	# OF CONTRACTS	34	43	-21%
	NEW LISTINGS	39	68	-43%
Condo/Co-op/TH	AVERAGE DOM	11	20	-45%
	% OF ASKING PRICE	106%	103%	
	AVERAGE SOLD PRICE	\$327,500	\$307,813	6%
	# OF CONTRACTS	7	7	0%
	NEW LISTINGS	4	7	-43%

Union

JULY 2023

Monthly Inventory



Contracts By Price Range



Listings By Price Range



Westfield

JULY 2023

UNDER CONTRACT

26
Total
Properties

\$1.1M
Average
Price

\$1.0M
Median
Price

4%
Increase From
Jul 2022

4%
Increase From
Jul 2022

9%
Increase From
Jul 2022

UNITS SOLD

26
Total
Properties

\$1.1M
Average
Price

\$1.0M
Median
Price

-32%
Decrease From
Jul 2022

-5%
Decrease From
Jul 2022

5%
Increase From
Jul 2022

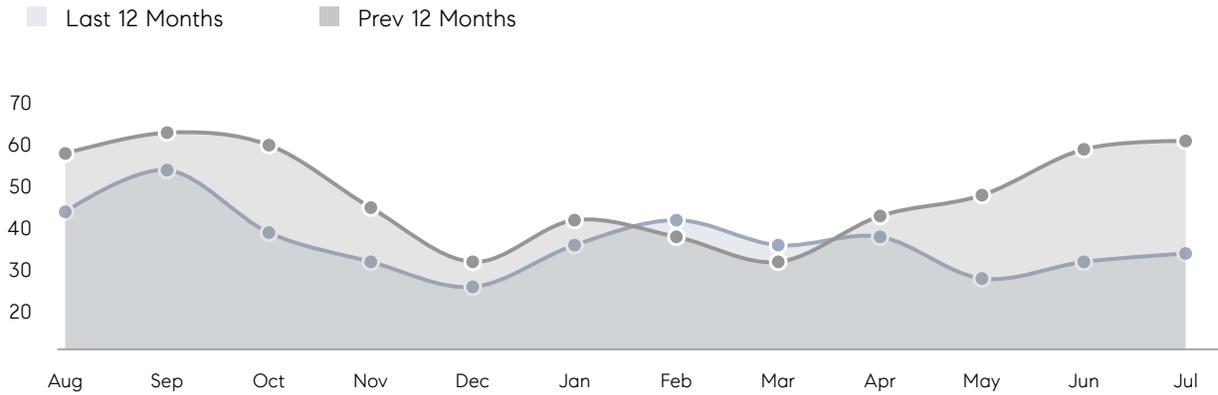
Property Statistics

		Jul 2023	Jul 2022	% Change
Overall	AVERAGE DOM	17	29	-41%
	% OF ASKING PRICE	107%	104%	
	AVERAGE SOLD PRICE	\$1,162,231	\$1,224,076	-5.1%
	# OF CONTRACTS	26	25	4.0%
	NEW LISTINGS	32	38	-16%
Houses	AVERAGE DOM	17	30	-43%
	% OF ASKING PRICE	107%	104%	
	AVERAGE SOLD PRICE	\$1,271,935	\$1,243,469	2%
	# OF CONTRACTS	25	22	14%
	NEW LISTINGS	30	35	-14%
Condo/Co-op/TH	AVERAGE DOM	12	14	-14%
	% OF ASKING PRICE	103%	106%	
	AVERAGE SOLD PRICE	\$321,167	\$875,000	-63%
	# OF CONTRACTS	1	3	-67%
	NEW LISTINGS	2	3	-33%

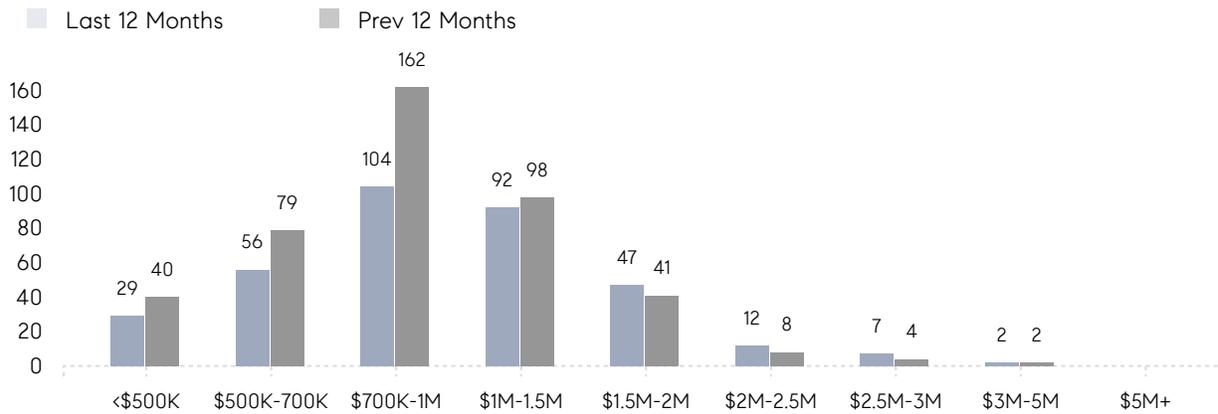
Westfield

JULY 2023

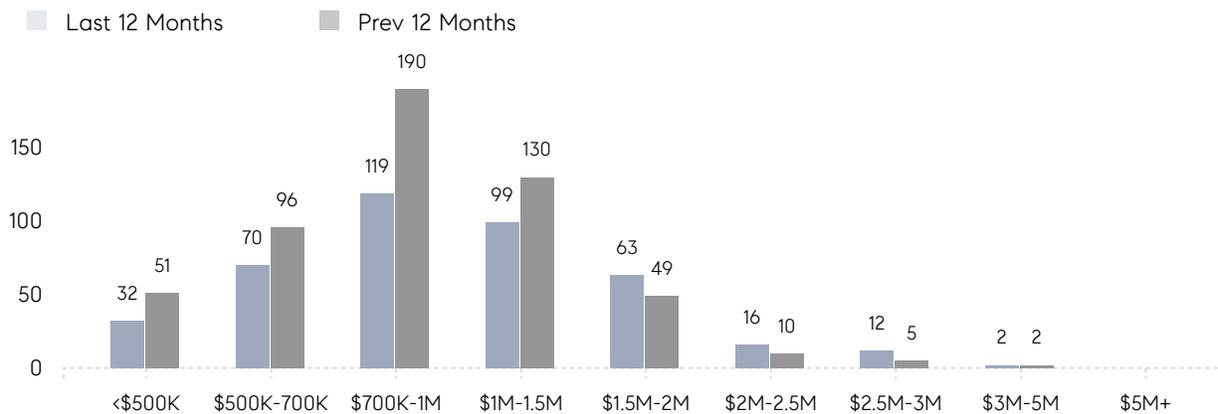
Monthly Inventory

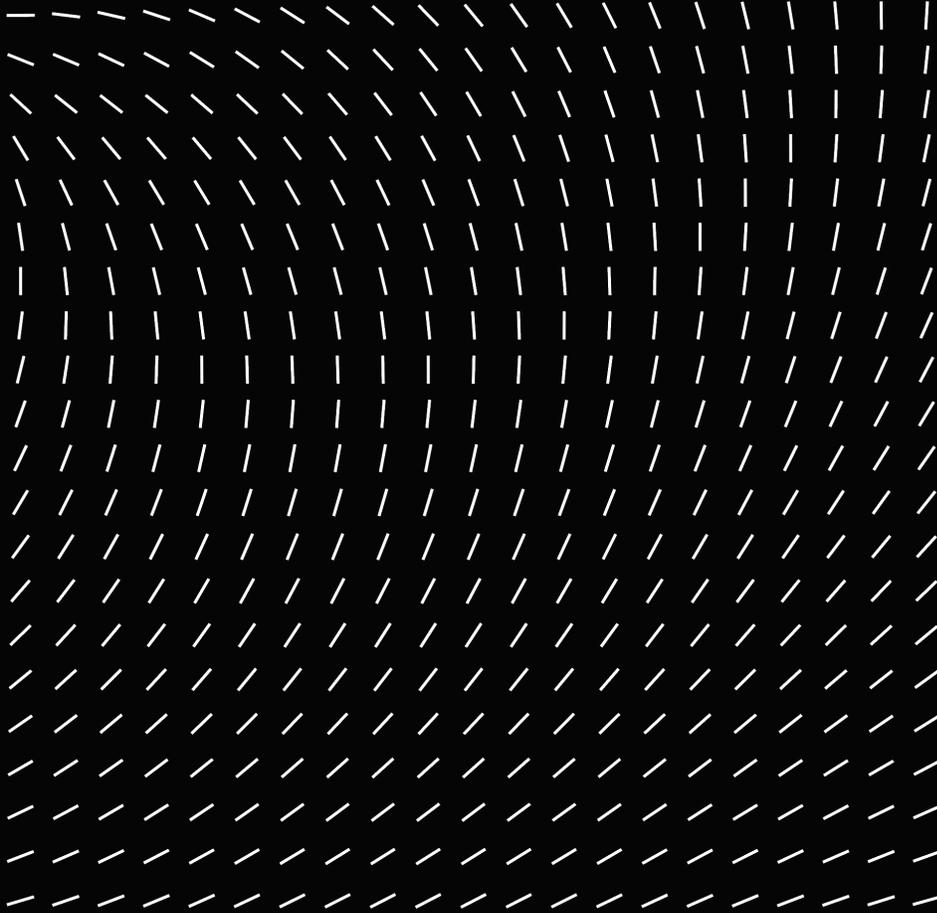


Contracts By Price Range



Listings By Price Range





COMPASS

Compass makes no representations or warranties, express or implied, with respect to future market conditions or prices of residential product at the time the subject property or any competitive property is complete and ready for occupancy or with respect to any report, study, finding, recommendation or other information provided by Compass herein. Moreover, no warranty, express or implied, is made or should be assumed regarding the accuracy, adequacy, completeness, legality, reliability, merchantability or fitness for a particular purpose of any information, in part or whole, contained herein. All material is presented with the understanding that Compass shall not be deemed to provide legal, accounting or other professional services. This is not intended to solicit the purchase or sale of any property. Any and all such warranties are hereby expressly disclaimed. Equal Housing Opportunity.

© Compass. All Rights Reserved. This information may not be copied, used or distributed without Compass' consent.

Berkeley Heights

JULY 2023



\$842K

Average
Sales Price

-52%

Decrease In Sales
From Jul 2022

\$778K

Median
Sales Price

-35%

Decrease In Contracts
From Jul 2022

105%

Average %
Of Asking Price

-12%

Decrease In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Clark

JULY 2023



\$629K

Average
Sales Price

-23%

Decrease In Sales
From Jul 2022

\$653K

Median
Sales Price

-50%

Decrease In Contracts
From Jul 2022

105%

Average %
Of Asking Price

-31%

Decrease In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Cranford

JULY 2023



\$693K

Average
Sales Price

-19%

Decrease In Sales
From Jul 2022

\$720K

Median
Sales Price

39%

Increase In Contracts
From Jul 2022

107%

Average %
Of Asking Price

0%

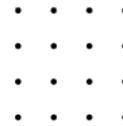
Change In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Elizabeth

JULY 2023



\$390K

Average
Sales Price

-23%

Decrease In Sales
From Jul 2022

\$386K

Median
Sales Price

-43%

Decrease In Contracts
From Jul 2022

104%

Average %
Of Asking Price

11%

Increase In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Fanwood

JULY 2023



\$624K

Average
Sales Price

-55%

Decrease In Sales
From Jul 2022

\$670K

Median
Sales Price

0%

Change In Contracts
From Jul 2022

109%

Average %
Of Asking Price

-8%

Decrease In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Garwood

JULY 2023



\$617K

Average
Sales Price

-33%

Decrease In Sales
From Jul 2022

\$617K

Median
Sales Price

200%

Increase In Contracts
From Jul 2022

103%

Average %
Of Asking Price

-75%

Decrease In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Hillside

JULY 2023



\$479K

Average
Sales Price

-22%

Decrease In Sales
From Jul 2022

\$442K

Median
Sales Price

-23%

Decrease In Contracts
From Jul 2022

108%

Average %
Of Asking Price

48%

Increase In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Kenilworth

JULY 2023



\$535K

Average
Sales Price

-64%

Decrease In Sales
From Jul 2022

\$465K

Median
Sales Price

-25%

Decrease In Contracts
From Jul 2022

102%

Average %
Of Asking Price

58%

Increase In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Linden

JULY 2023



\$439K

Average
Sales Price

-29%

Decrease In Sales
From Jul 2022

\$452K

Median
Sales Price

-10%

Decrease In Contracts
From Jul 2022

104%

Average %
Of Asking Price

-10%

Decrease In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Mountainside

JULY 2023



\$1.0M

Average
Sales Price

14%

Increase In Sales
From Jul 2022

\$1.0M

Median
Sales Price

29%

Increase In Contracts
From Jul 2022

103%

Average %
Of Asking Price

164%

Increase In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

New Providence

JULY 2023



\$760K

Average
Sales Price

-40%

Decrease In Sales
From Jul 2022

\$736K

Median
Sales Price

-67%

Decrease In Contracts
From Jul 2022

108%

Average %
Of Asking Price

-12%

Decrease In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Plainfield

JULY 2023



\$418K

Average
Sales Price

-25%

Decrease In Sales
From Jul 2022

\$410K

Median
Sales Price

24%

Increase In Contracts
From Jul 2022

102%

Average %
Of Asking Price

33%

Increase In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Rahway

JULY 2023



\$497K

Average
Sales Price

-29%

Decrease In Sales
From Jul 2022

\$460K

Median
Sales Price

-13%

Decrease In Contracts
From Jul 2022

104%

Average %
Of Asking Price

-40%

Decrease In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Roselle

JULY 2023



\$448K

Average
Sales Price

-12%

Decrease In Sales
From Jul 2022

\$470K

Median
Sales Price

-30%

Decrease In Contracts
From Jul 2022

108%

Average %
Of Asking Price

15%

Increase In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Roselle Park

JULY 2023



\$526K

Average
Sales Price

-31%

Decrease In Sales
From Jul 2022

\$490K

Median
Sales Price

-60%

Decrease In Contracts
From Jul 2022

108%

Average %
Of Asking Price

32%

Increase In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Scotch Plains

JULY 2023



\$882K

Average
Sales Price

-3%

Decrease In Sales
From Jul 2022

\$850K

Median
Sales Price

-42%

Decrease In Contracts
From Jul 2022

108%

Average %
Of Asking Price

-24%

Decrease In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Springfield

JULY 2023



\$479K

Average
Sales Price

-55%

Decrease In Sales
From Jul 2022

\$451K

Median
Sales Price

-38%

Decrease In Contracts
From Jul 2022

108%

Average %
Of Asking Price

-40%

Decrease In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Summit

JULY 2023



\$1.6M

Average
Sales Price

-45%

Decrease In Sales
From Jul 2022

\$1.3M

Median
Sales Price

-32%

Decrease In Contracts
From Jul 2022

104%

Average %
Of Asking Price

47%

Increase In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Union

JULY 2023



\$497K

Average
Sales Price

-65%

Decrease In Sales
From Jul 2022

\$517K

Median
Sales Price

-18%

Decrease In Contracts
From Jul 2022

108%

Average %
Of Asking Price

-9%

Decrease In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS

Westfield

JULY 2023



\$1.1M

Average
Sales Price

-32%

Decrease In Sales
From Jul 2022

\$1.0M

Median
Sales Price

4%

Increase In Contracts
From Jul 2022

107%

Average %
Of Asking Price

-41%

Decrease In
Days On Market
From Jul 2022

Sources: Garden State MLS, Hudson MLS, NJ MLS

COMPASS