

Q2 2022

Union County Market Report

COMPASS

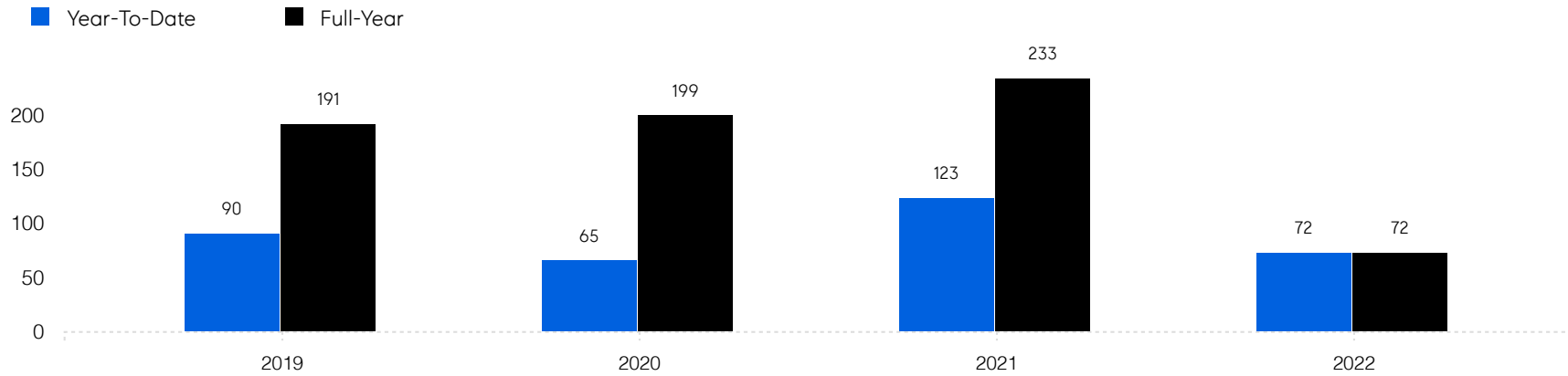


Berkeley Heights

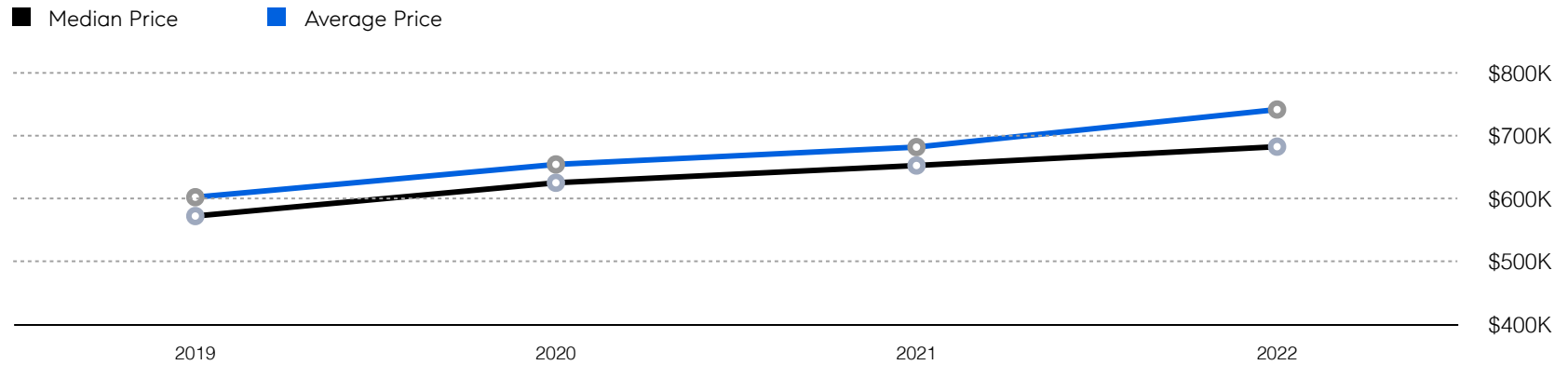
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	107	60	-43.9%
	SALES VOLUME	\$76,686,321	\$47,743,901	-37.7%
	MEDIAN PRICE	\$685,000	\$742,500	8.4%
	AVERAGE PRICE	\$716,695	\$795,732	11.0%
	AVERAGE DOM	33	26	-21.2%
	# OF CONTRACTS	131	88	-32.8%
	# NEW LISTINGS	152	104	-31.6%
Condo/Co-op/Townhouse	# OF SALES	16	12	-25.0%
	SALES VOLUME	\$5,802,500	\$5,655,000	-2.5%
	MEDIAN PRICE	\$359,500	\$462,000	28.5%
	AVERAGE PRICE	\$362,656	\$471,250	29.9%
	AVERAGE DOM	55	38	-30.9%
	# OF CONTRACTS	18	14	-22.2%
	# NEW LISTINGS	20	16	-20.0%

Berkeley Heights

Historic Sales



Historic Sales Prices

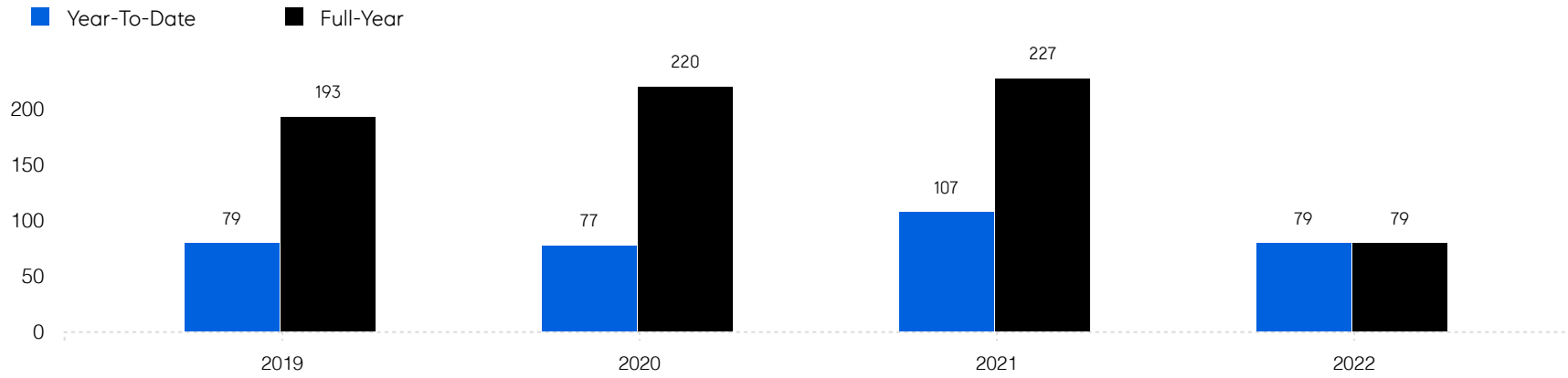


Clark

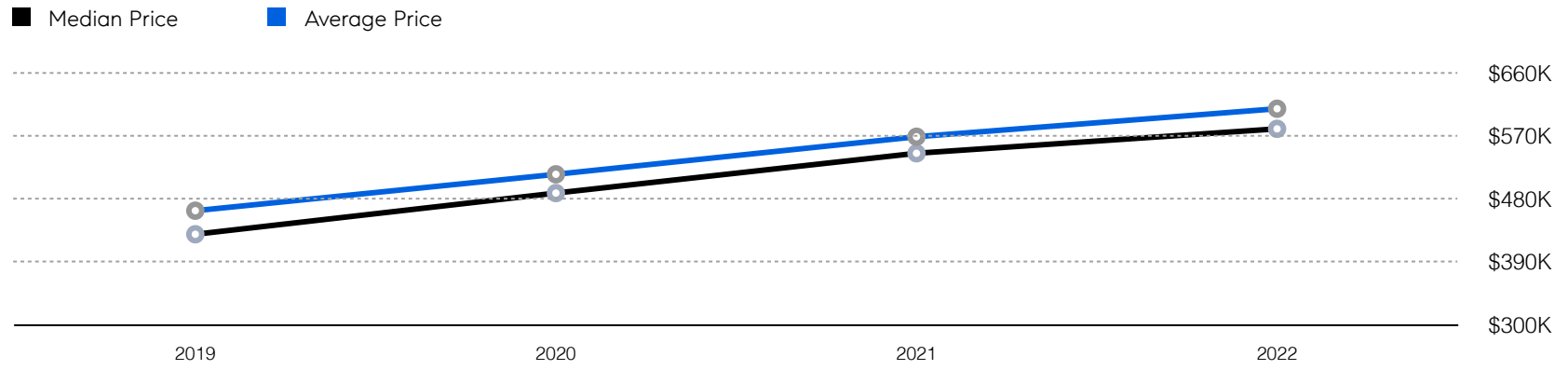
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	100	68	-32.0%
	SALES VOLUME	\$60,261,400	\$44,561,891	-26.1%
	MEDIAN PRICE	\$560,000	\$613,500	9.6%
	AVERAGE PRICE	\$602,614	\$655,322	8.7%
	AVERAGE DOM	30	30	0.0%
	# OF CONTRACTS	94	69	-26.6%
	# NEW LISTINGS	133	89	-33.1%
Condo/Co-op/Townhouse	# OF SALES	7	11	57.1%
	SALES VOLUME	\$1,898,250	\$3,532,500	86.1%
	MEDIAN PRICE	\$239,000	\$260,000	8.8%
	AVERAGE PRICE	\$271,179	\$321,136	18.4%
	AVERAGE DOM	47	33	-29.8%
	# OF CONTRACTS	10	8	-20.0%
	# NEW LISTINGS	10	8	-20.0%

Clark

Historic Sales



Historic Sales Prices

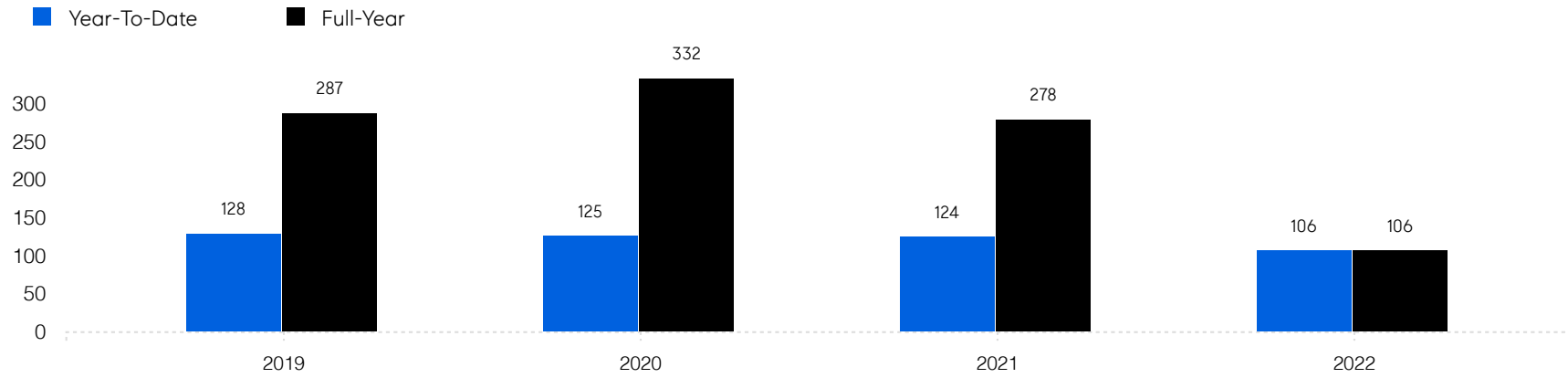


Cranford

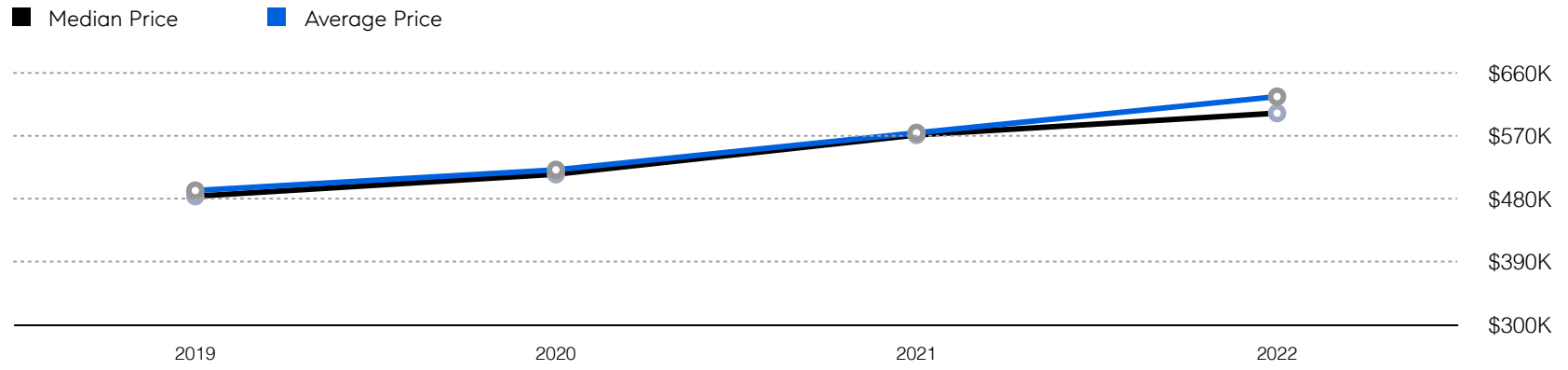
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	108	92	-14.8%
	SALES VOLUME	\$62,463,376	\$62,353,664	-0.2%
	MEDIAN PRICE	\$564,000	\$632,500	12.1%
	AVERAGE PRICE	\$578,365	\$677,757	17.2%
	AVERAGE DOM	30	21	-30.0%
	# OF CONTRACTS	106	110	3.8%
	# NEW LISTINGS	144	128	-11.1%
Condo/Co-op/Townhouse	# OF SALES	16	14	-12.5%
	SALES VOLUME	\$5,951,500	\$4,022,800	-32.4%
	MEDIAN PRICE	\$320,000	\$280,000	-12.5%
	AVERAGE PRICE	\$371,969	\$287,343	-22.8%
	AVERAGE DOM	32	19	-40.6%
	# OF CONTRACTS	16	14	-12.5%
	# NEW LISTINGS	18	17	-5.6%

Cranford

Historic Sales



Historic Sales Prices

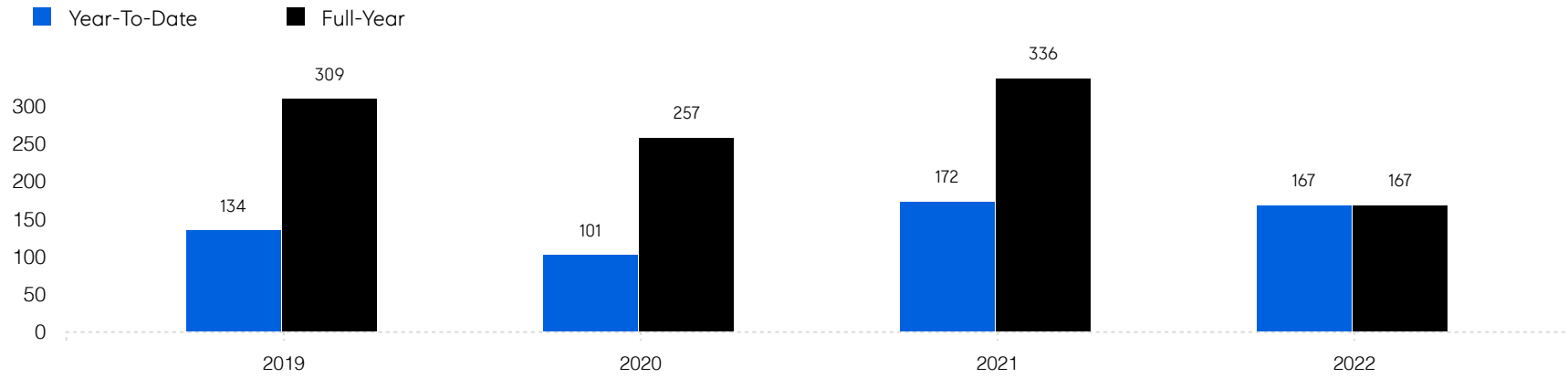


Elizabeth

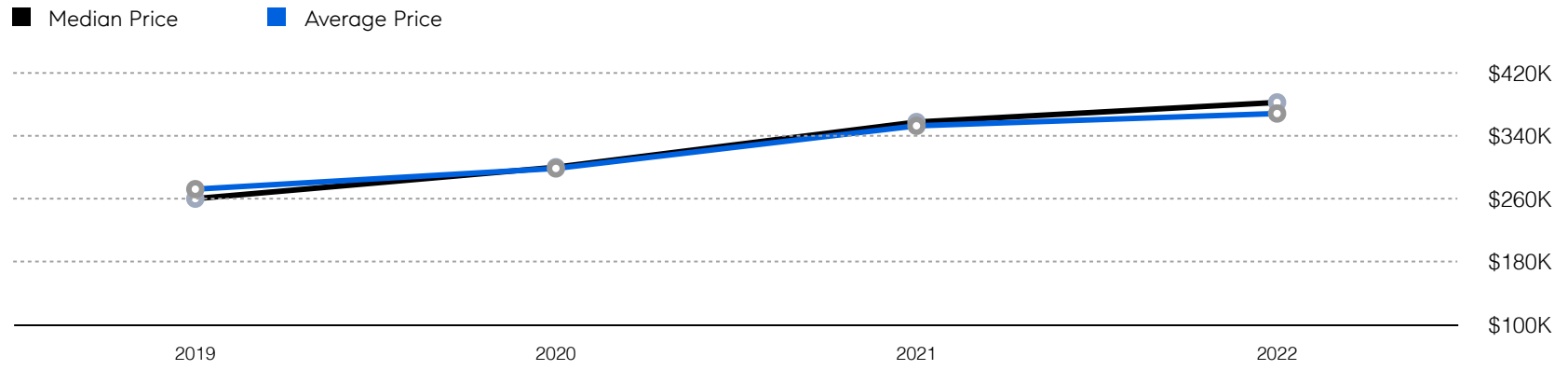
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	147	131	-10.9%
	SALES VOLUME	\$52,117,714	\$53,668,600	3.0%
	MEDIAN PRICE	\$360,000	\$400,000	11.1%
	AVERAGE PRICE	\$354,542	\$409,684	15.6%
	AVERAGE DOM	49	48	-2.0%
	# OF CONTRACTS	139	114	-18.0%
	# NEW LISTINGS	209	165	-21.1%
Condo/Co-op/Townhouse	# OF SALES	25	36	44.0%
	SALES VOLUME	\$5,354,100	\$7,851,196	46.6%
	MEDIAN PRICE	\$205,000	\$225,000	9.8%
	AVERAGE PRICE	\$214,164	\$218,089	1.8%
	AVERAGE DOM	36	56	55.6%
	# OF CONTRACTS	26	35	34.6%
	# NEW LISTINGS	47	52	10.6%

Elizabeth

Historic Sales



Historic Sales Prices

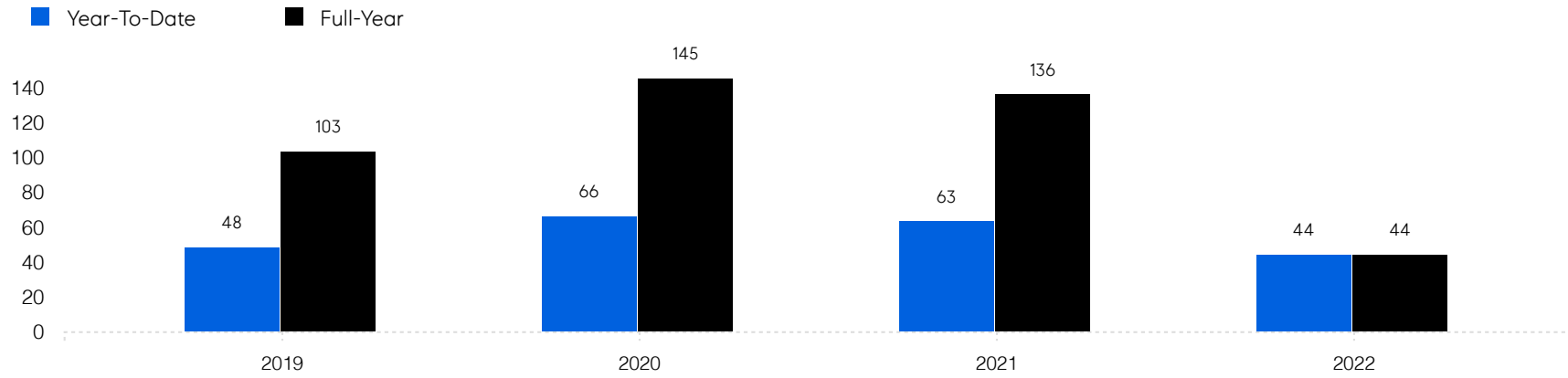


Fanwood

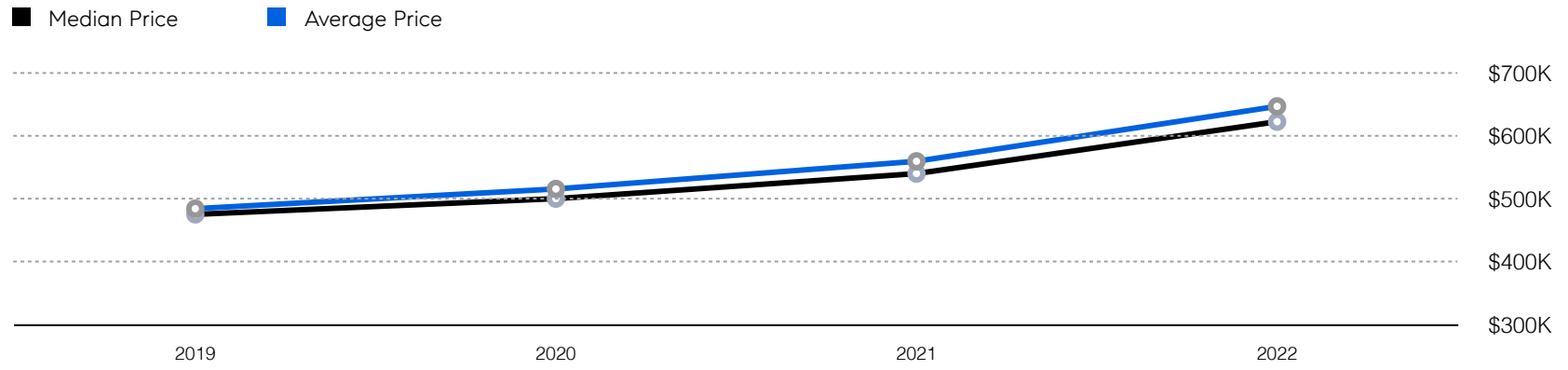
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	63	44	-30.2%
	SALES VOLUME	\$34,444,415	\$28,464,537	-17.4%
	MEDIAN PRICE	\$530,000	\$622,500	17.5%
	AVERAGE PRICE	\$546,737	\$646,921	18.3%
	AVERAGE DOM	32	18	-43.7%
	# OF CONTRACTS	69	47	-31.9%
	# NEW LISTINGS	84	60	-28.6%
Condo/Co-op/Townhouse	# OF SALES	0	0	0.0%
	SALES VOLUME	-	-	-
	MEDIAN PRICE	-	-	-
	AVERAGE PRICE	-	-	-
	AVERAGE DOM	-	-	-
	# OF CONTRACTS	0	1	0.0%
	# NEW LISTINGS	0	1	0.0%

Fanwood

Historic Sales



Historic Sales Prices

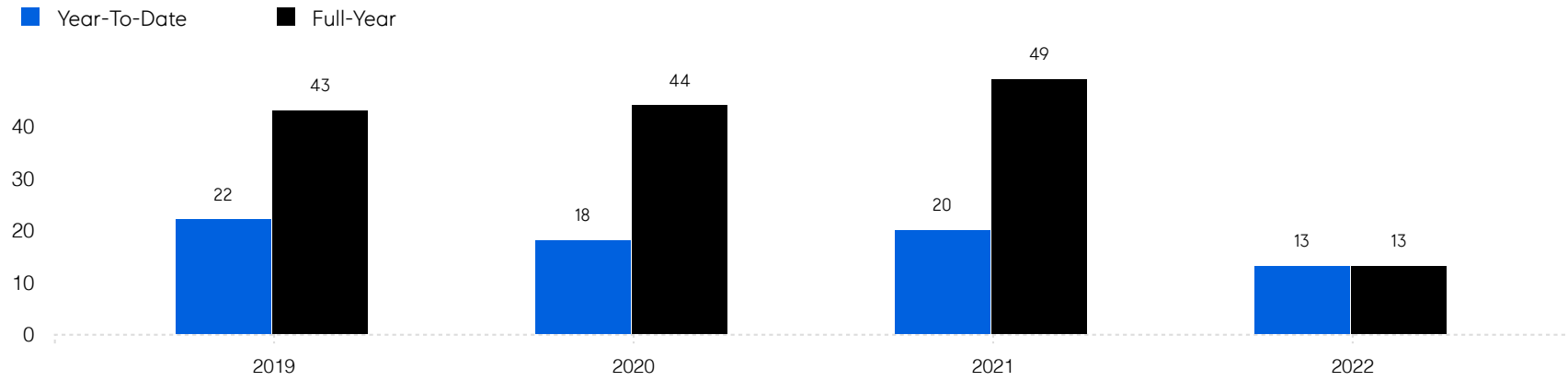


Garwood

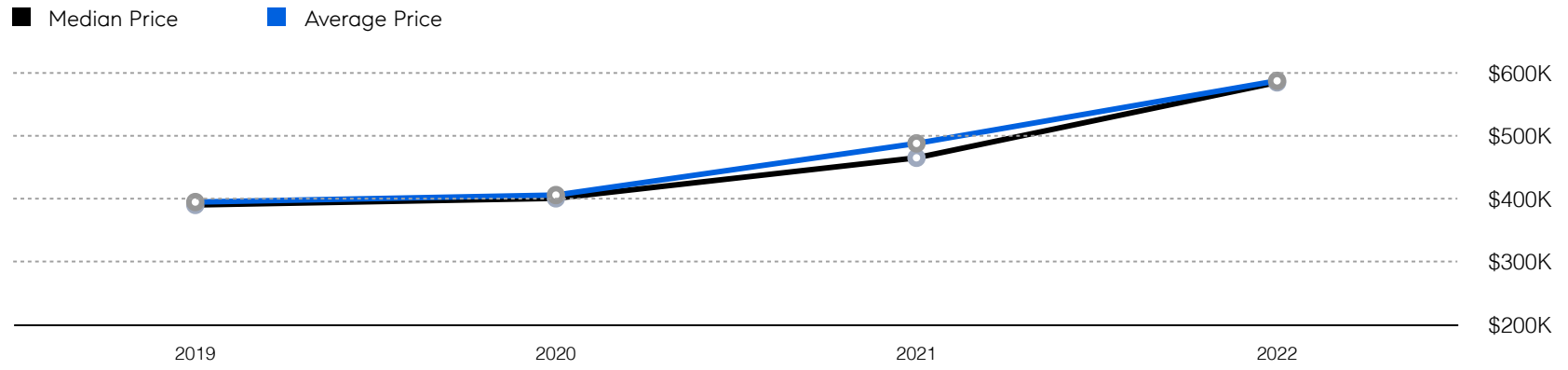
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	17	11	-35.3%
	SALES VOLUME	\$7,643,000	\$6,467,500	-15.4%
	MEDIAN PRICE	\$460,000	\$550,000	19.6%
	AVERAGE PRICE	\$449,588	\$587,955	30.8%
	AVERAGE DOM	19	20	5.3%
	# OF CONTRACTS	23	15	-34.8%
	# NEW LISTINGS	30	20	-33.3%
Condo/Co-op/Townhouse	# OF SALES	3	2	-33.3%
	SALES VOLUME	\$1,910,000	\$1,170,000	-38.7%
	MEDIAN PRICE	\$635,000	\$585,000	-7.9%
	AVERAGE PRICE	\$636,667	\$585,000	-8.1%
	AVERAGE DOM	74	110	48.6%
	# OF CONTRACTS	2	2	0.0%
	# NEW LISTINGS	3	0	0.0%

Garwood

Historic Sales



Historic Sales Prices

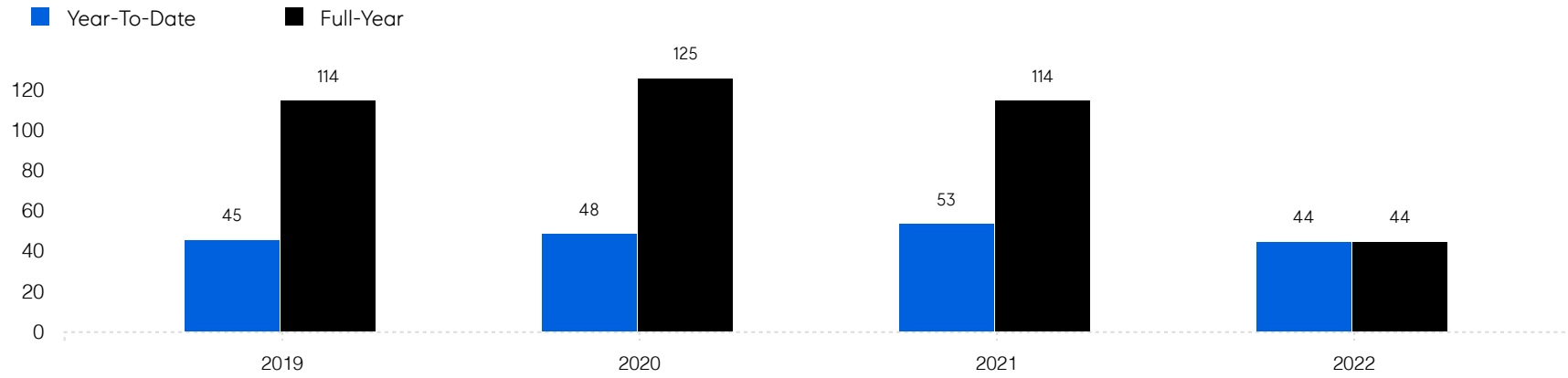


Mountainside

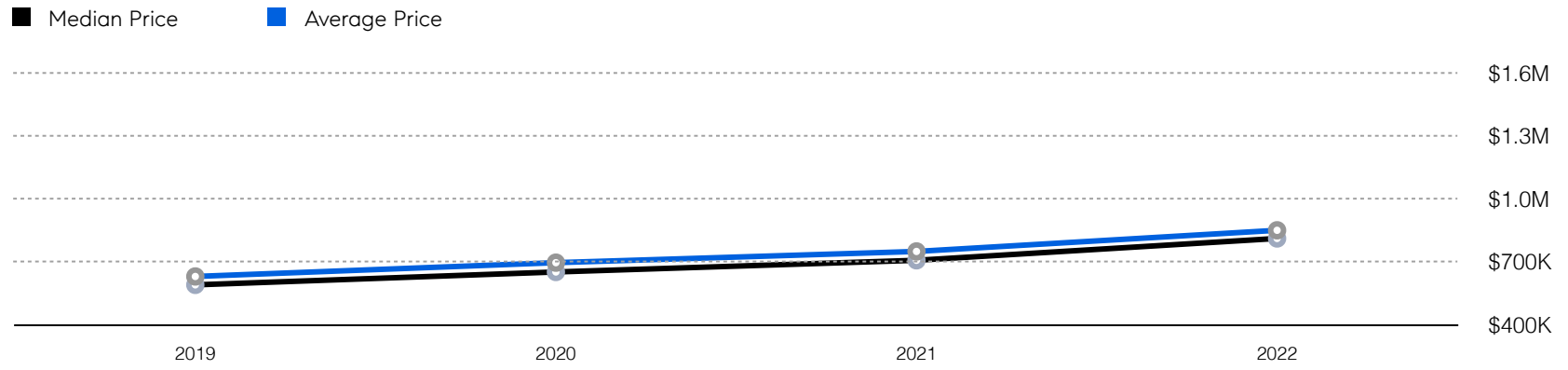
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	53	43	-18.9%
	SALES VOLUME	\$40,070,591	\$36,489,231	-8.9%
	MEDIAN PRICE	\$706,500	\$805,000	13.9%
	AVERAGE PRICE	\$756,049	\$848,587	12.2%
	AVERAGE DOM	39	52	33.3%
	# OF CONTRACTS	61	40	-34.4%
	# NEW LISTINGS	85	50	-41.2%
Condo/Co-op/Townhouse	# OF SALES	0	1	0.0%
	SALES VOLUME	-	\$865,000	-
	MEDIAN PRICE	-	\$865,000	-
	AVERAGE PRICE	-	\$865,000	-
	AVERAGE DOM	-	18	-
	# OF CONTRACTS	1	2	100.0%
	# NEW LISTINGS	1	2	100.0%

Mountainside

Historic Sales



Historic Sales Prices

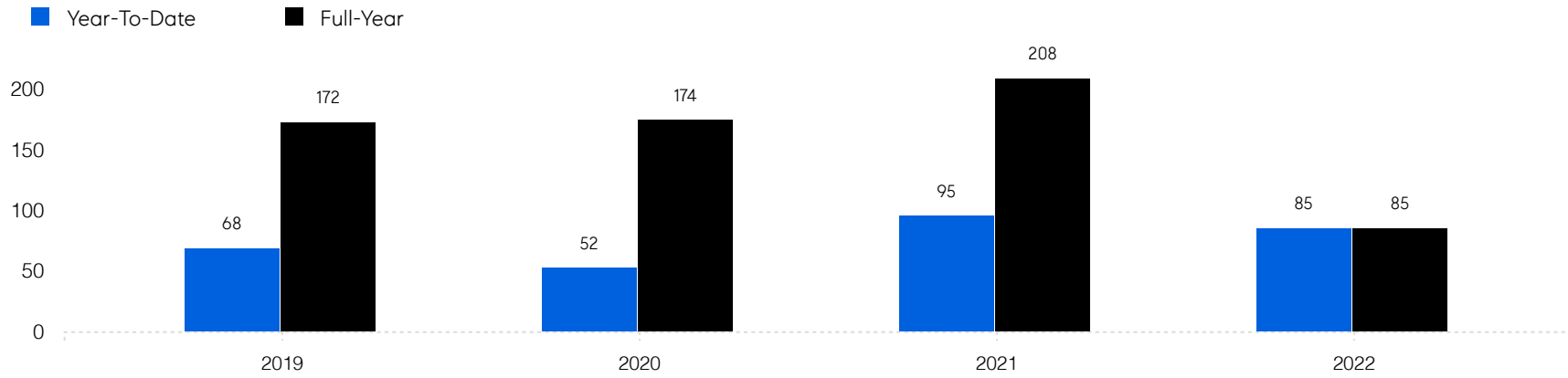


New Providence

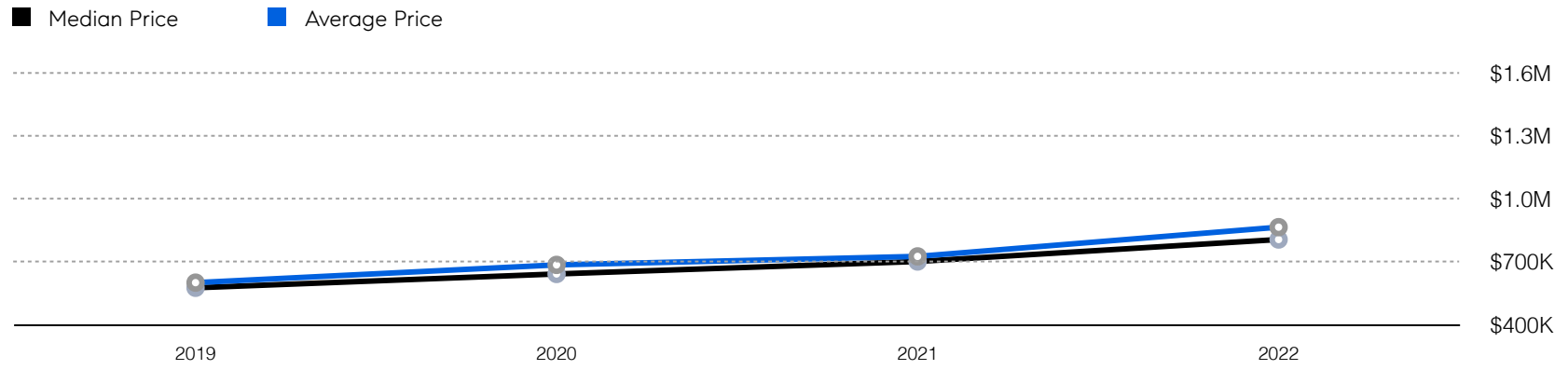
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	75	81	8.0%
	SALES VOLUME	\$55,374,699	\$70,712,597	27.7%
	MEDIAN PRICE	\$730,000	\$805,000	10.3%
	AVERAGE PRICE	\$738,329	\$872,995	18.2%
	AVERAGE DOM	26	17	-34.6%
	# OF CONTRACTS	100	91	-9.0%
	# NEW LISTINGS	132	111	-15.9%
Condo/Co-op/Townhouse	# OF SALES	20	4	-80.0%
	SALES VOLUME	\$11,925,000	\$2,724,000	-77.2%
	MEDIAN PRICE	\$555,000	\$667,000	20.2%
	AVERAGE PRICE	\$596,250	\$681,000	14.2%
	AVERAGE DOM	25	88	252.0%
	# OF CONTRACTS	23	5	-78.3%
	# NEW LISTINGS	30	7	-76.7%

New Providence

Historic Sales



Historic Sales Prices

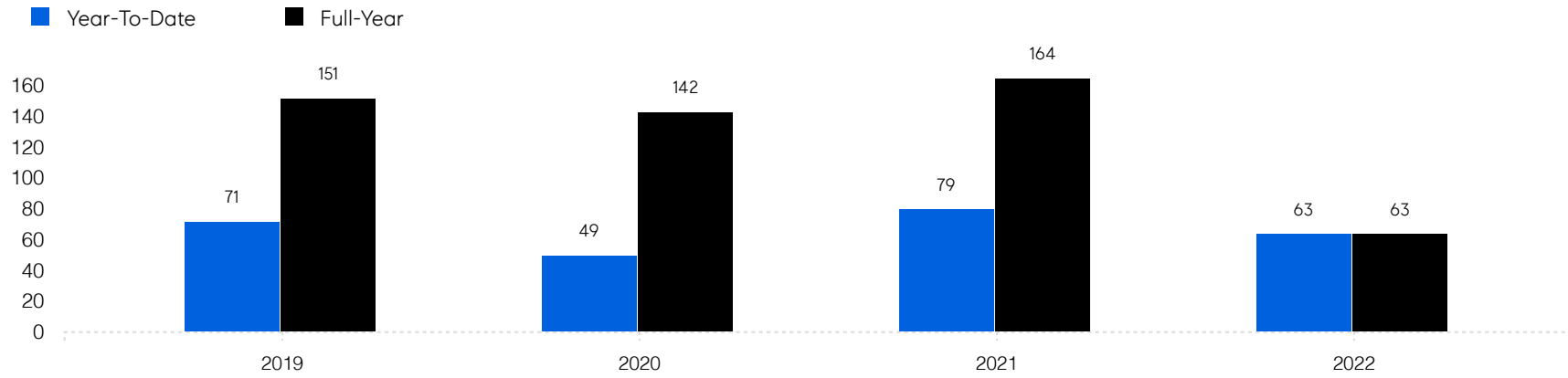


Roselle Park

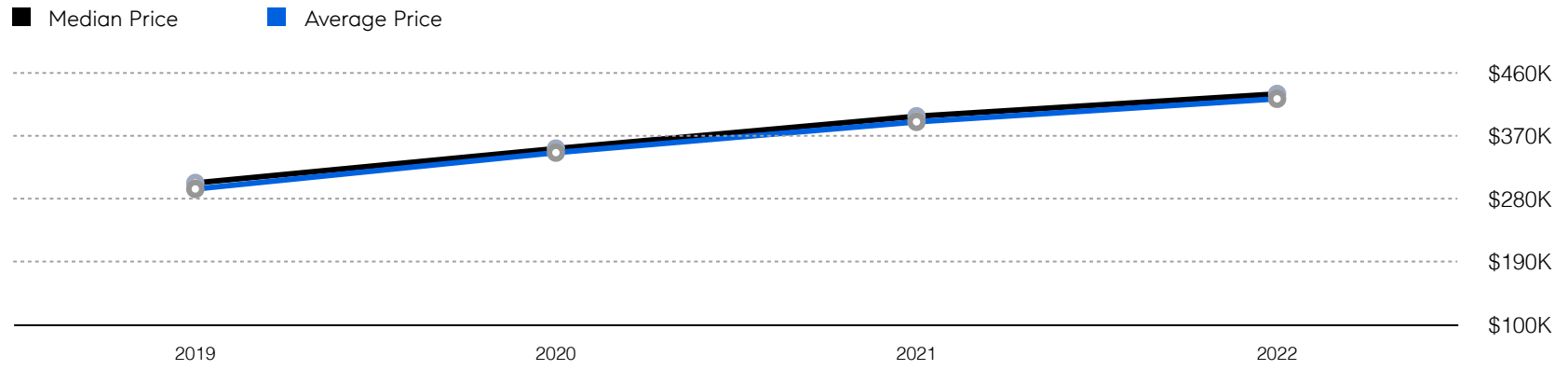
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	77	58	-24.7%
	SALES VOLUME	\$30,321,500	\$25,552,900	-15.7%
	MEDIAN PRICE	\$385,000	\$430,000	11.7%
	AVERAGE PRICE	\$393,786	\$440,567	11.9%
	AVERAGE DOM	36	27	-25.0%
	# OF CONTRACTS	86	57	-33.7%
	# NEW LISTINGS	107	77	-28.0%
Condo/Co-op/Townhouse	# OF SALES	2	5	150.0%
	SALES VOLUME	\$370,000	\$1,095,000	195.9%
	MEDIAN PRICE	\$185,000	\$230,000	24.3%
	AVERAGE PRICE	\$185,000	\$219,000	18.4%
	AVERAGE DOM	28	51	82.1%
	# OF CONTRACTS	5	4	-20.0%
	# NEW LISTINGS	7	6	-14.3%

Roselle Park

Historic Sales



Historic Sales Prices

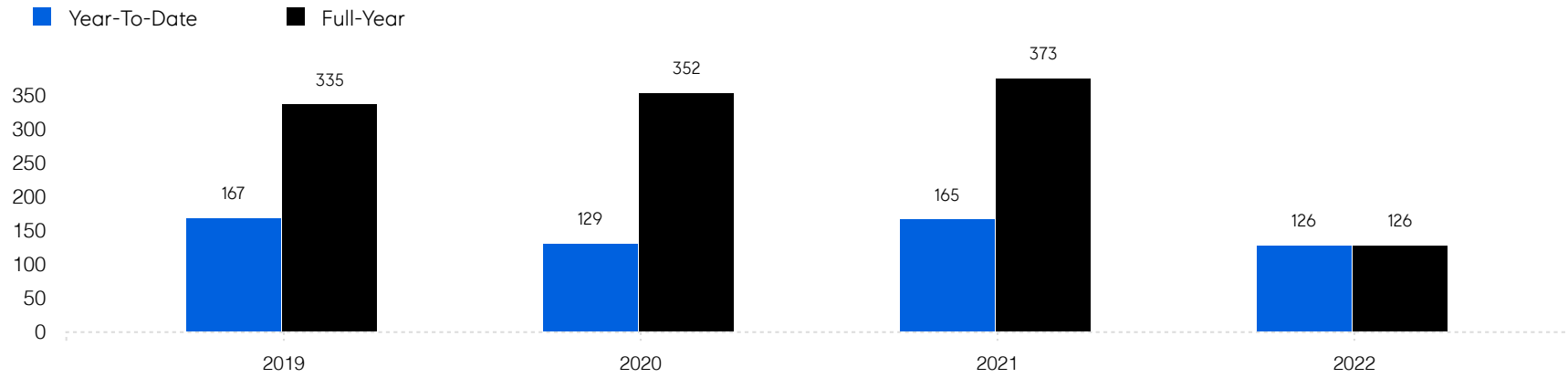


Scotch Plains

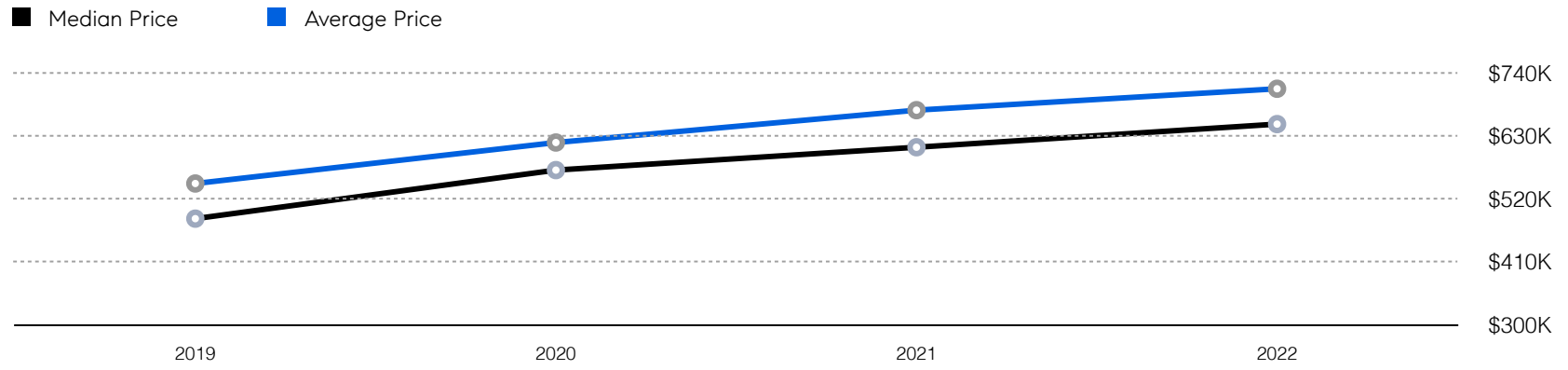
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	151	113	-25.2%
	SALES VOLUME	\$104,212,020	\$84,843,162	-18.6%
	MEDIAN PRICE	\$640,000	\$685,000	7.0%
	AVERAGE PRICE	\$690,146	\$750,824	8.8%
	AVERAGE DOM	36	26	-27.8%
	# OF CONTRACTS	173	144	-16.8%
	# NEW LISTINGS	210	181	-13.8%
Condo/Co-op/Townhouse	# OF SALES	14	13	-7.1%
	SALES VOLUME	\$5,019,800	\$4,913,750	-2.1%
	MEDIAN PRICE	\$380,000	\$398,000	4.7%
	AVERAGE PRICE	\$358,557	\$377,981	5.4%
	AVERAGE DOM	38	23	-39.5%
	# OF CONTRACTS	16	18	12.5%
	# NEW LISTINGS	21	22	4.8%

Scotch Plains

Historic Sales



Historic Sales Prices

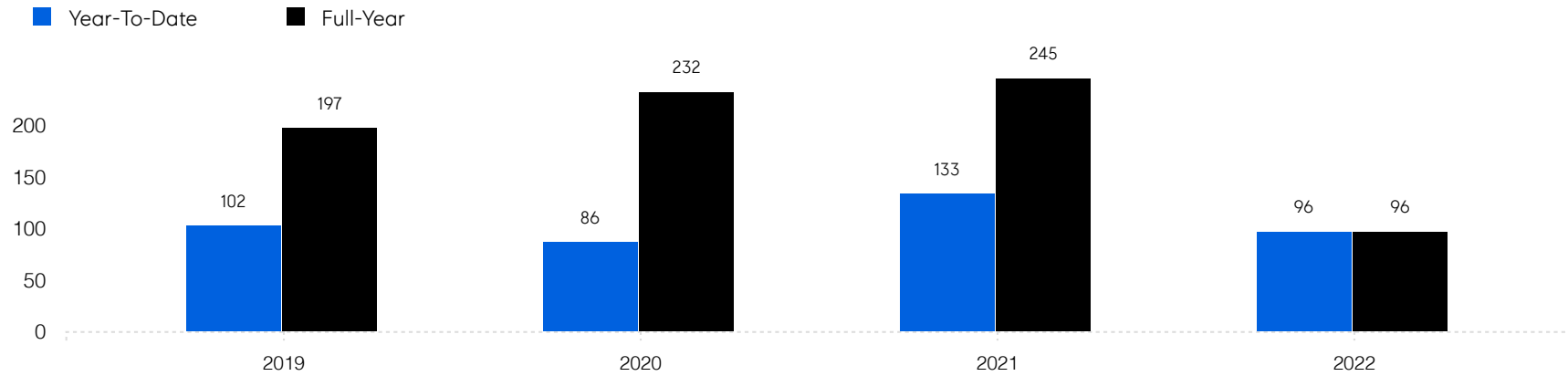


Springfield

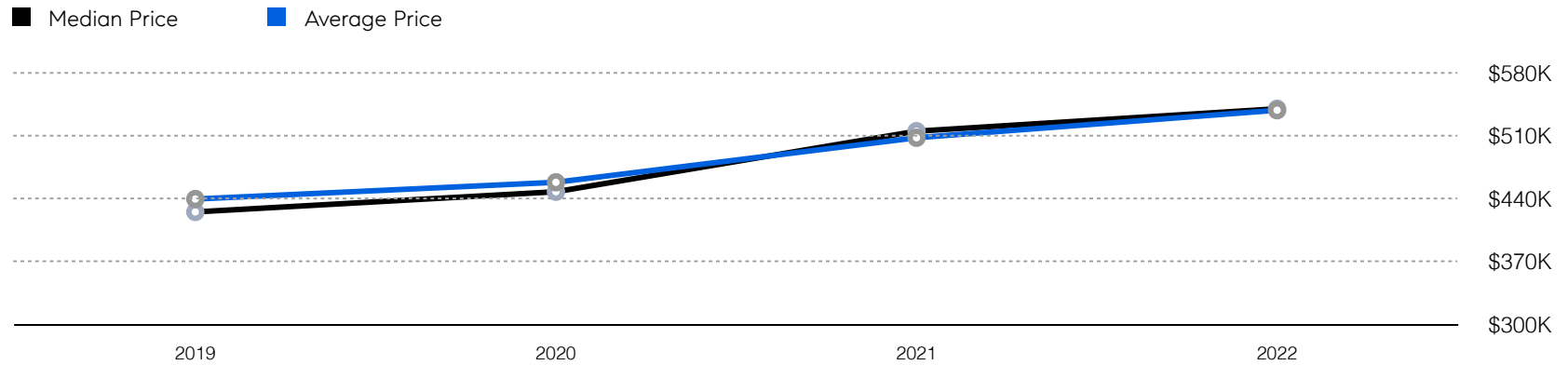
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	97	72	-25.8%
	SALES VOLUME	\$56,206,487	\$45,126,986	-19.7%
	MEDIAN PRICE	\$548,000	\$577,750	5.4%
	AVERAGE PRICE	\$579,448	\$626,764	8.2%
	AVERAGE DOM	35	22	-37.1%
	# OF CONTRACTS	94	84	-10.6%
	# NEW LISTINGS	118	111	-5.9%
Condo/Co-op/Townhouse	# OF SALES	36	24	-33.3%
	SALES VOLUME	\$10,583,900	\$6,559,700	-38.0%
	MEDIAN PRICE	\$249,000	\$252,500	1.4%
	AVERAGE PRICE	\$293,997	\$273,321	-7.0%
	AVERAGE DOM	47	29	-38.3%
	# OF CONTRACTS	38	25	-34.2%
	# NEW LISTINGS	43	25	-41.9%

Springfield

Historic Sales



Historic Sales Prices

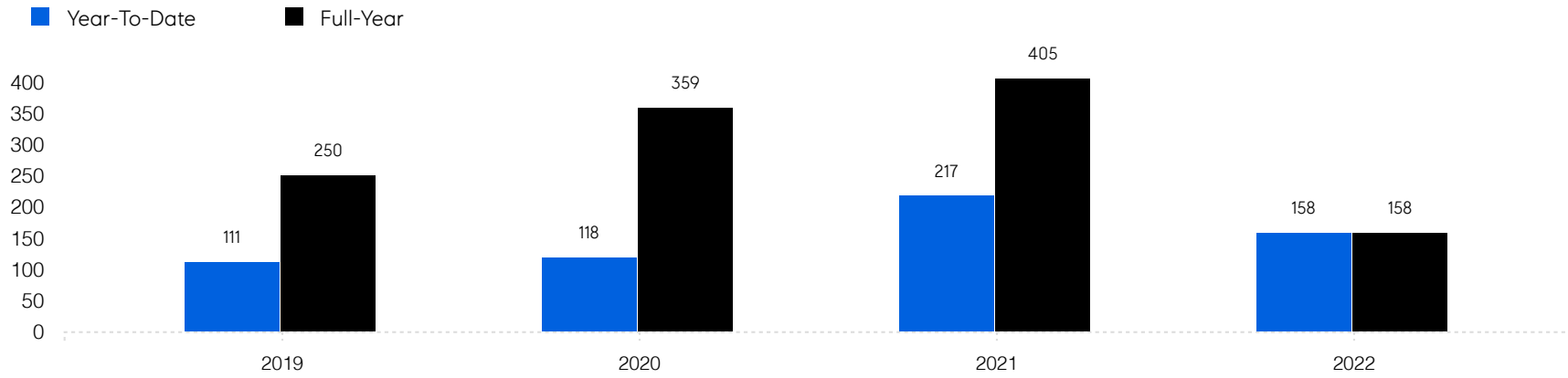


Summit

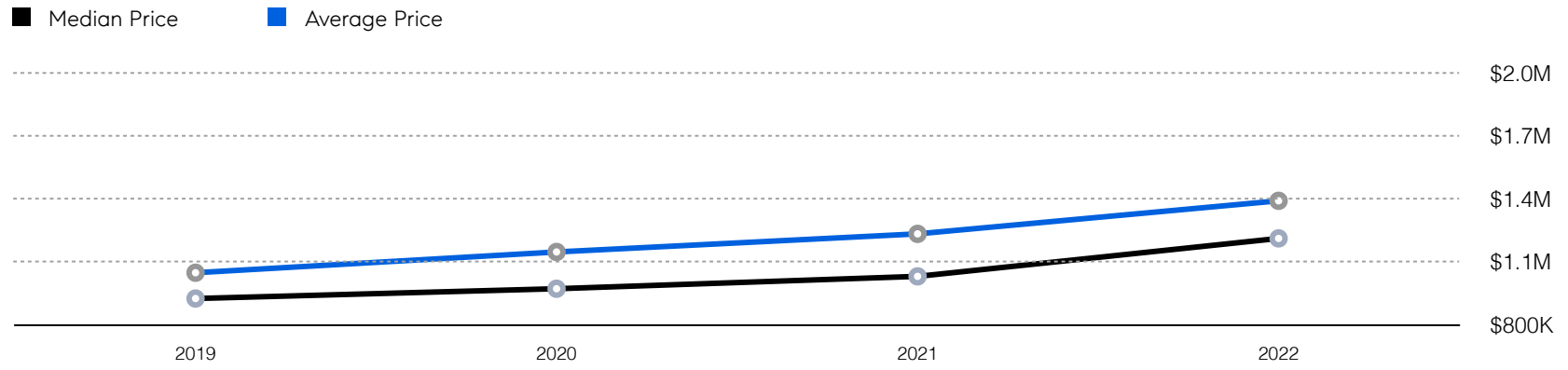
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	179	130	-27.4%
	SALES VOLUME	\$230,814,794	\$203,121,989	-12.0%
	MEDIAN PRICE	\$1,151,000	\$1,400,000	21.6%
	AVERAGE PRICE	\$1,289,468	\$1,562,477	21.2%
	AVERAGE DOM	29	18	-37.9%
	# OF CONTRACTS	191	162	-15.2%
	# NEW LISTINGS	238	197	-17.2%
Condo/Co-op/Townhouse	# OF SALES	38	28	-26.3%
	SALES VOLUME	\$26,587,000	\$16,455,998	-38.1%
	MEDIAN PRICE	\$512,250	\$452,500	-11.7%
	AVERAGE PRICE	\$699,658	\$587,714	-16.0%
	AVERAGE DOM	65	39	-40.0%
	# OF CONTRACTS	43	33	-23.3%
	# NEW LISTINGS	54	39	-27.8%

Summit

Historic Sales



Historic Sales Prices

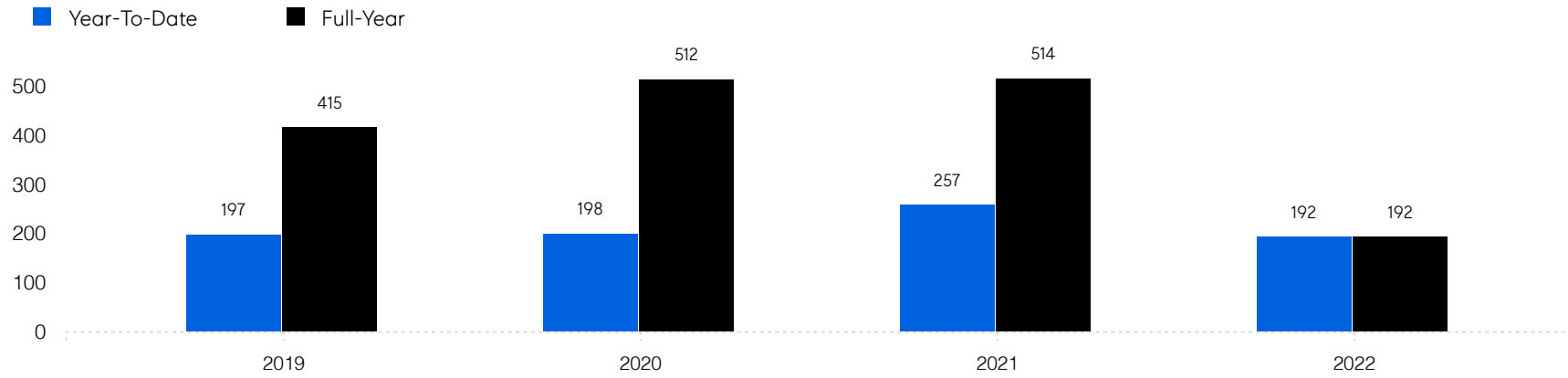


Westfield

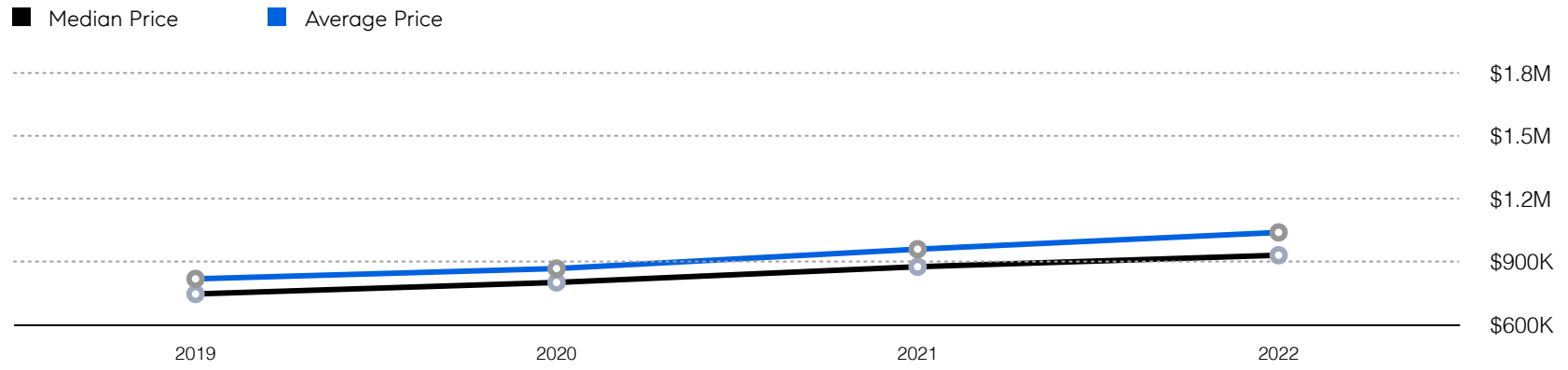
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	239	180	-24.7%
	SALES VOLUME	\$233,030,092	\$194,890,578	-16.4%
	MEDIAN PRICE	\$885,000	\$950,000	7.3%
	AVERAGE PRICE	\$975,021	\$1,082,725	11.0%
	AVERAGE DOM	34	24	-29.4%
	# OF CONTRACTS	277	207	-25.3%
	# NEW LISTINGS	365	245	-32.9%
Condo/Co-op/Townhouse	# OF SALES	18	12	-33.3%
	SALES VOLUME	\$12,444,400	\$4,558,725	-63.4%
	MEDIAN PRICE	\$736,250	\$358,913	-51.3%
	AVERAGE PRICE	\$691,356	\$379,894	-45.1%
	AVERAGE DOM	82	38	-53.7%
	# OF CONTRACTS	16	11	-31.2%
	# NEW LISTINGS	17	14	-17.6%

Westfield

Historic Sales



Historic Sales Prices



COMPASS

Source: Garden State MLS, 01/01/2020 to 06/30/2022
Source: NJMLS, 01/01/2020 to 06/30/2022
Source: Hudson MLS, 01/01/2020 to 06/30/2022

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