

Q1 2022

# Union County Market Report

COMPASS

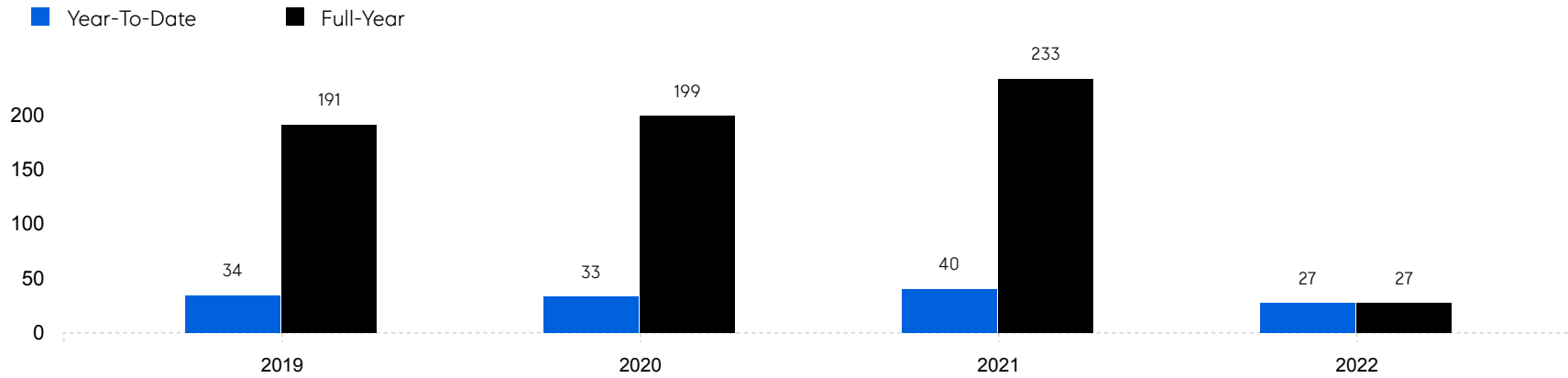


# Berkeley Heights

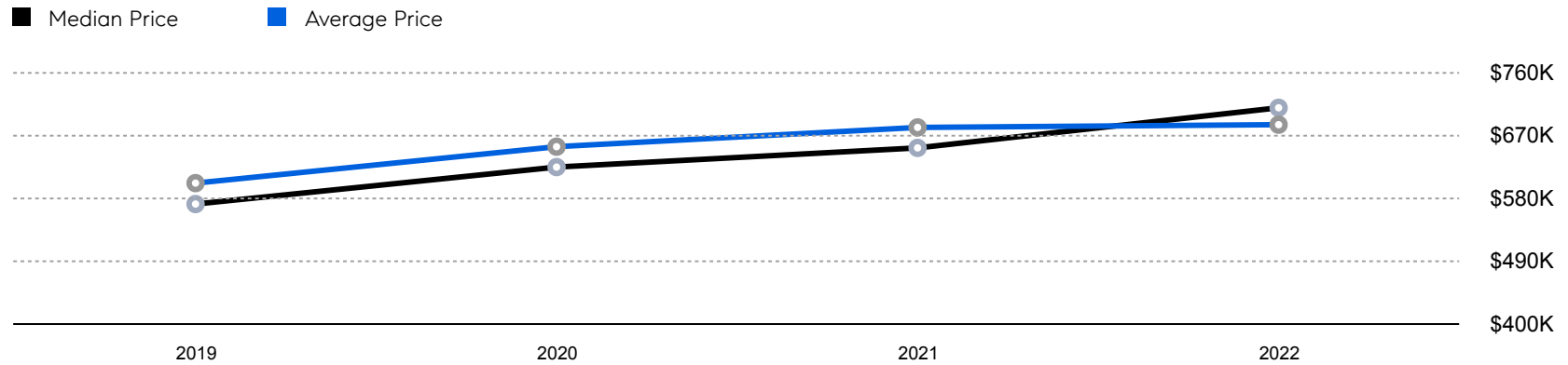
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	35	22	-37.1%
	SALES VOLUME	\$23,097,501	\$16,180,900	-29.9%
	MEDIAN PRICE	\$649,900	\$732,000	12.6%
	AVERAGE PRICE	\$659,929	\$735,495	11.5%
	AVERAGE DOM	43	29	-32.6%
	# OF CONTRACTS	56	34	-39.3%
	# NEW LISTINGS	73	37	-49.3%
Condo/Co-op/Townhouse	# OF SALES	5	5	0.0%
	SALES VOLUME	\$1,702,000	\$2,335,000	37.2%
	MEDIAN PRICE	\$359,000	\$469,000	30.6%
	AVERAGE PRICE	\$340,400	\$467,000	37.2%
	AVERAGE DOM	58	68	17.2%
	# OF CONTRACTS	9	4	-55.6%
	# NEW LISTINGS	9	5	-44.4%

# Berkeley Heights

## Historic Sales



## Historic Sales Prices



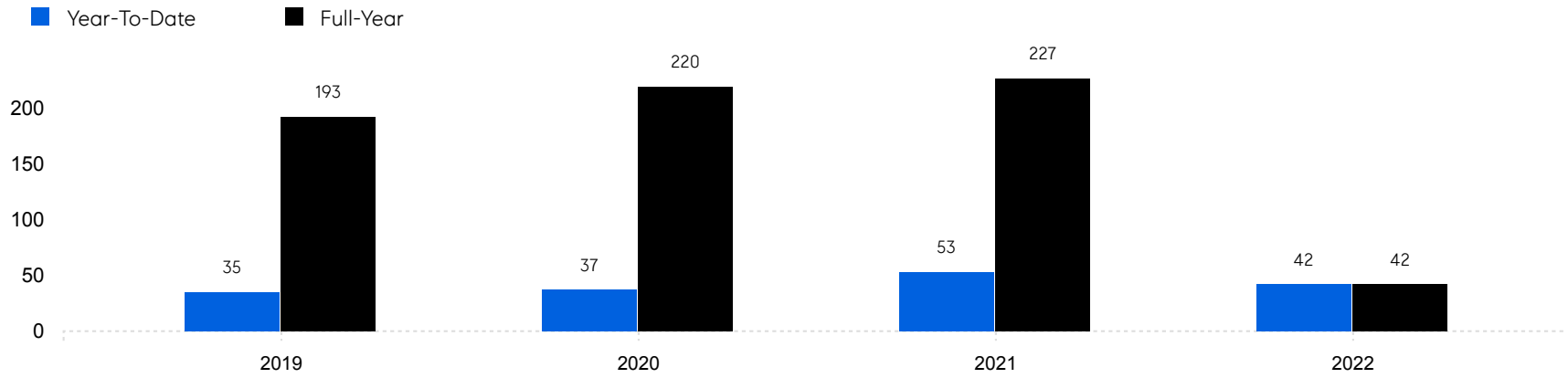
# Clark

		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	50	35	-30.0%
	SALES VOLUME	\$27,804,900	\$22,596,075	-18.7%
	MEDIAN PRICE	\$507,500	\$605,000	19.2%
	AVERAGE PRICE	\$556,098	\$645,602	16.1%
	AVERAGE DOM	38	41	7.9%
	# OF CONTRACTS	45	27	-40.0%
	# NEW LISTINGS	52	37	-28.8%
Condo/Co-op/Townhouse	# OF SALES	3	7	133.3%
	SALES VOLUME	\$805,750	\$2,203,000	173.4%
	MEDIAN PRICE	\$239,000	\$250,000	4.6%
	AVERAGE PRICE	\$268,583	\$314,714	17.2%
	AVERAGE DOM	33	26	-21.2%
	# OF CONTRACTS	5	3	-40.0%
	# NEW LISTINGS	3	5	66.7%

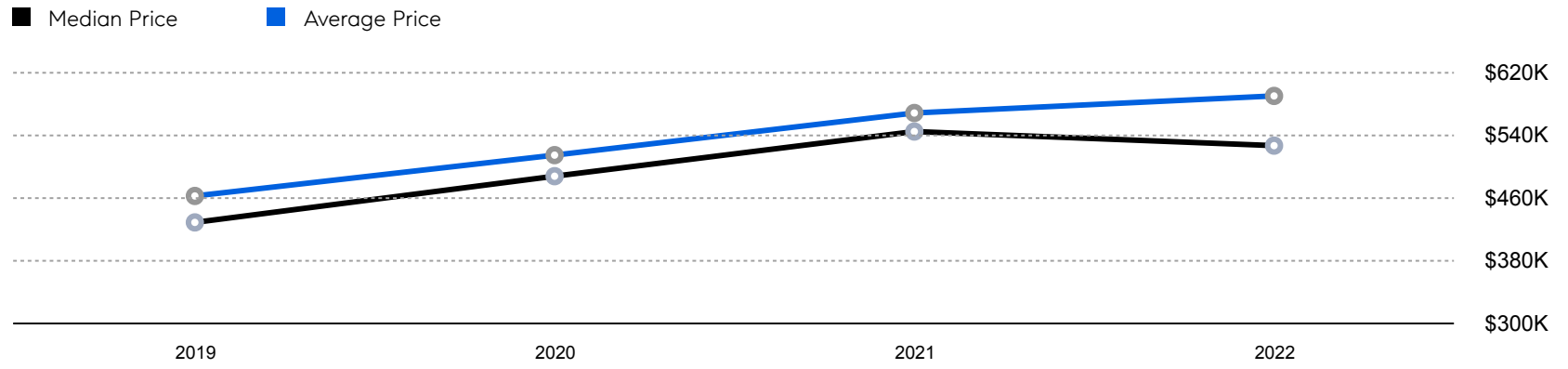


# Clark

## Historic Sales



## Historic Sales Prices

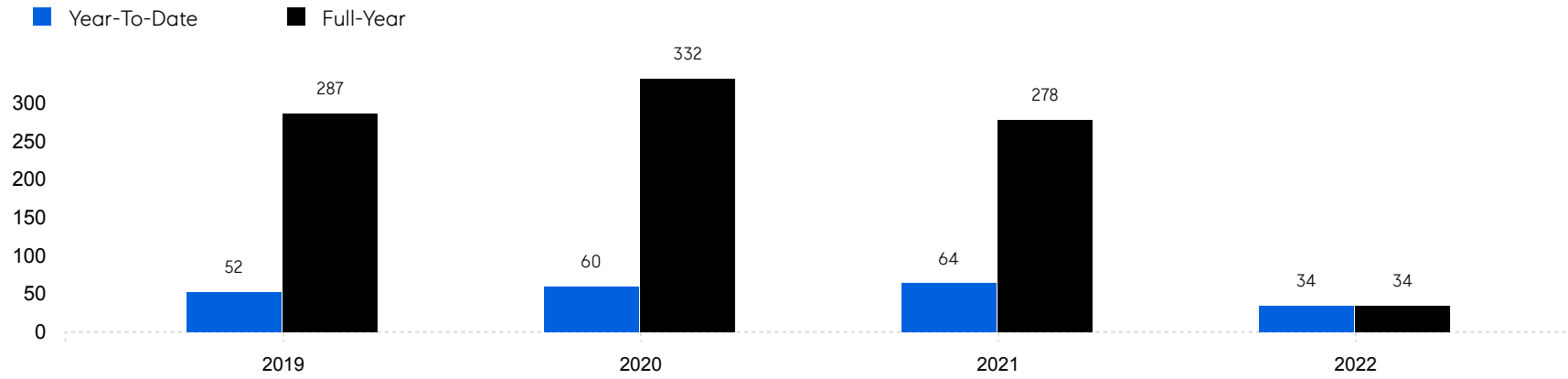


# Cranford

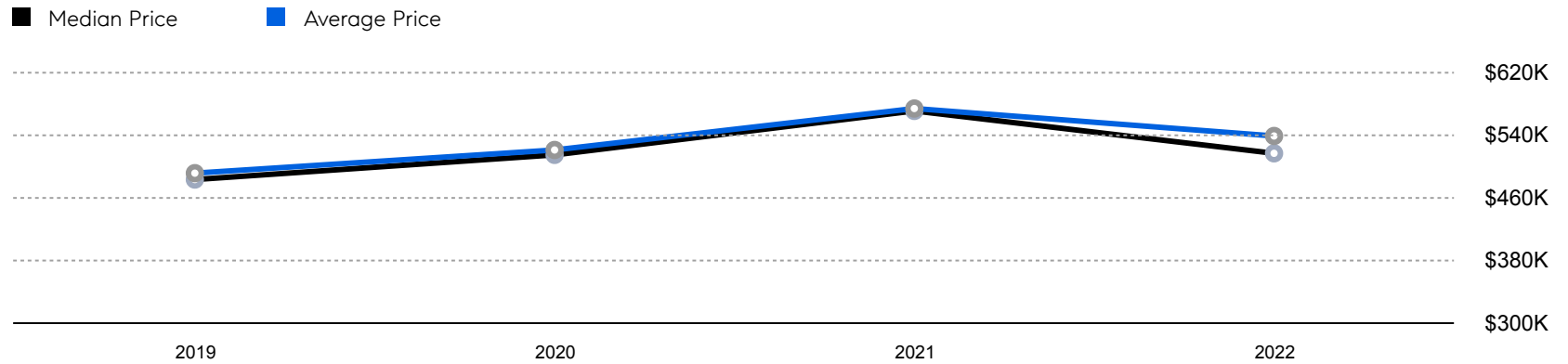
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	54	28	-48.1%
	SALES VOLUME	\$30,134,557	\$16,826,150	-44.2%
	MEDIAN PRICE	\$531,000	\$545,000	2.6%
	AVERAGE PRICE	\$558,047	\$600,934	7.7%
	AVERAGE DOM	41	33	-19.5%
	# OF CONTRACTS	46	47	2.2%
	# NEW LISTINGS	58	60	3.4%
Condo/Co-op/Townhouse	# OF SALES	10	6	-40.0%
	SALES VOLUME	\$3,164,000	\$1,504,900	-52.4%
	MEDIAN PRICE	\$290,000	\$246,450	-15.0%
	AVERAGE PRICE	\$316,400	\$250,817	-20.7%
	AVERAGE DOM	37	26	-29.7%
	# OF CONTRACTS	8	7	-12.5%
	# NEW LISTINGS	10	7	-30.0%

# Cranford

## Historic Sales



## Historic Sales Prices



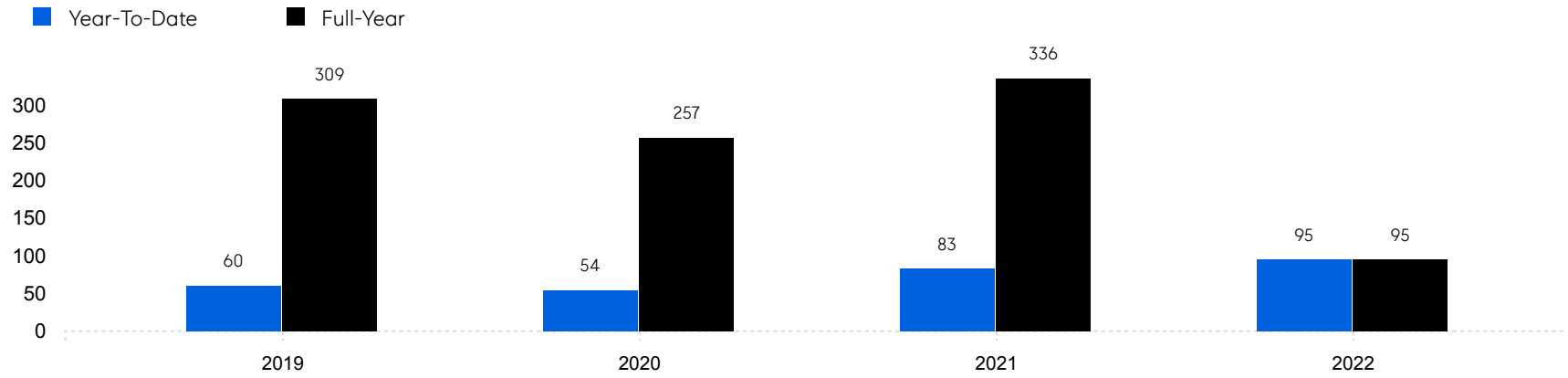
# Elizabeth

		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	70	77	10.0%
	SALES VOLUME	\$23,780,025	\$31,280,400	31.5%
	MEDIAN PRICE	\$350,000	\$399,000	14.0%
	AVERAGE PRICE	\$339,715	\$406,239	19.6%
	AVERAGE DOM	52	48	-7.7%
	# OF CONTRACTS	65	65	0.0%
	# NEW LISTINGS	93	86	-7.5%
Condo/Co-op/Townhouse	# OF SALES	13	18	38.5%
	SALES VOLUME	\$3,040,300	\$3,685,833	21.2%
	MEDIAN PRICE	\$250,000	\$212,500	-15.0%
	AVERAGE PRICE	\$233,869	\$204,769	-12.4%
	AVERAGE DOM	36	55	52.8%
	# OF CONTRACTS	14	16	14.3%
	# NEW LISTINGS	23	27	17.4%

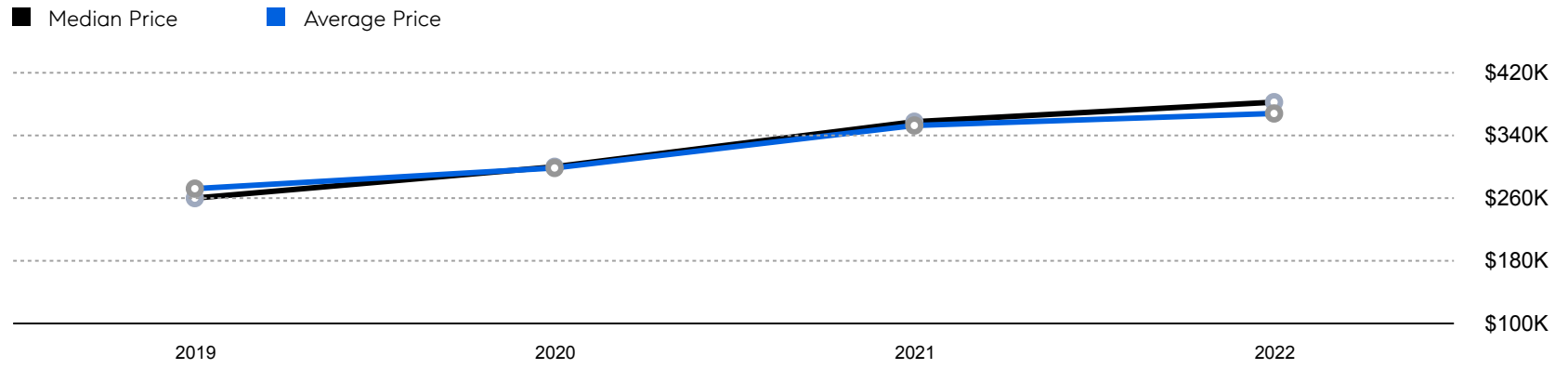


# Elizabeth

## Historic Sales



## Historic Sales Prices

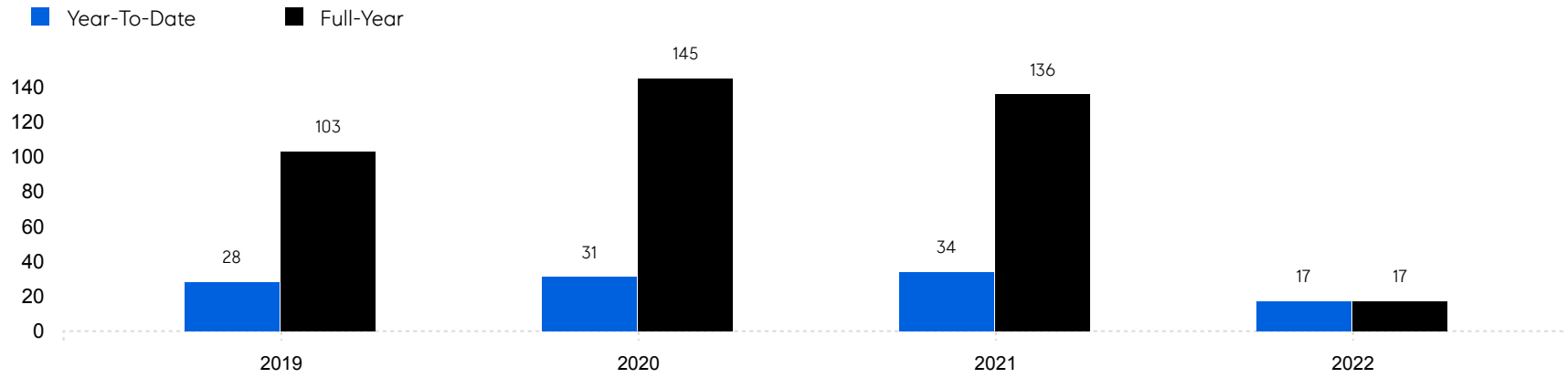


# Fanwood

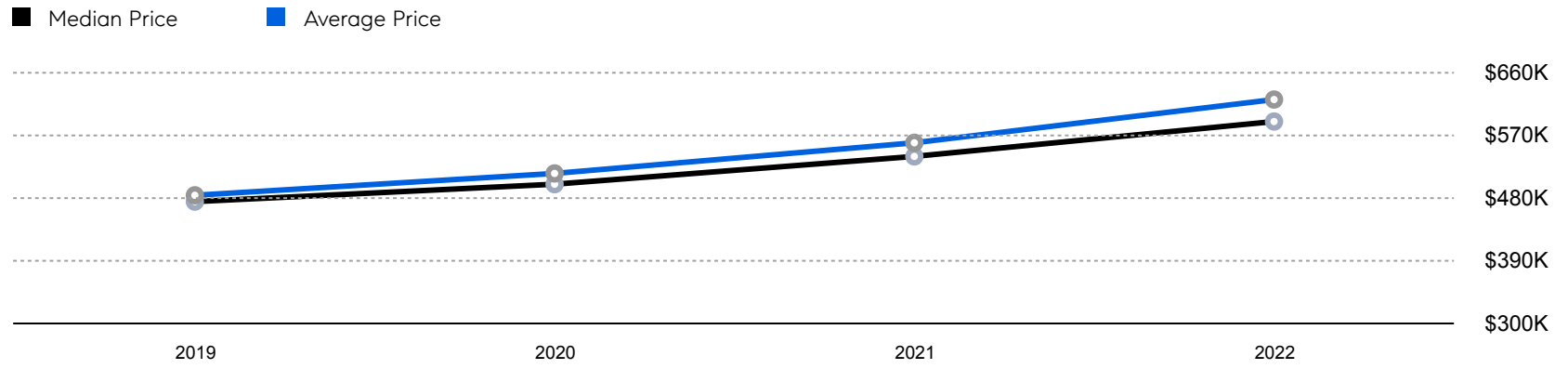
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	34	17	-50.0%
	SALES VOLUME	\$17,997,516	\$10,566,751	-41.3%
	MEDIAN PRICE	\$517,000	\$590,000	14.1%
	AVERAGE PRICE	\$529,339	\$621,574	17.4%
	AVERAGE DOM	35	17	-51.4%
	# OF CONTRACTS	32	18	-43.7%
	# NEW LISTINGS	37	23	-37.8%
Condo/Co-op/Townhouse	# OF SALES	0	0	0.0%
	SALES VOLUME	-	-	-
	MEDIAN PRICE	-	-	-
	AVERAGE PRICE	-	-	-
	AVERAGE DOM	-	-	-
	# OF CONTRACTS	0	0	0.0%
	# NEW LISTINGS	0	0	0.0%

# Fanwood

## Historic Sales



## Historic Sales Prices



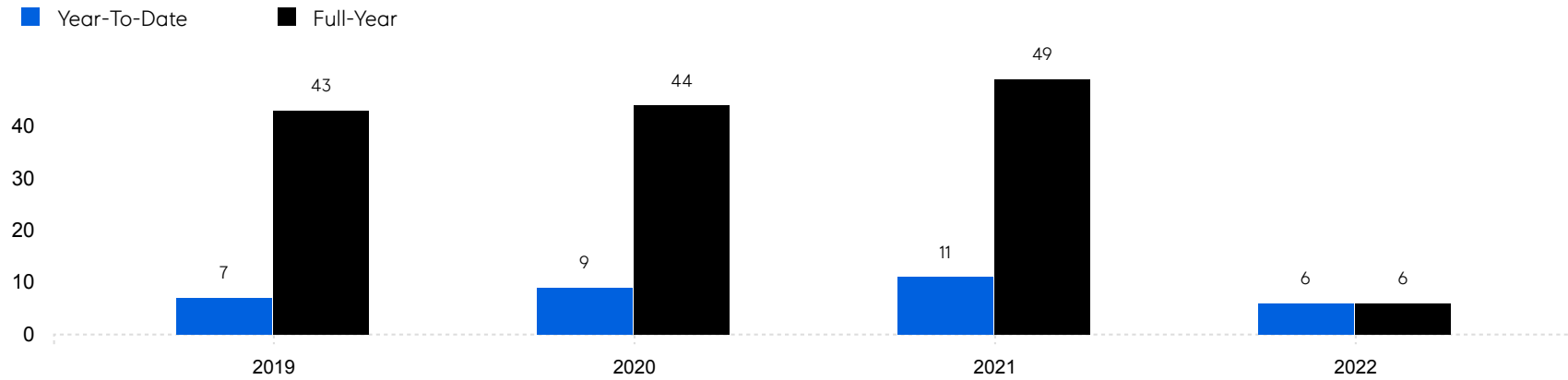
# Garwood

		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	9	5	-44.4%
	SALES VOLUME	\$4,060,000	\$3,086,000	-24.0%
	MEDIAN PRICE	\$463,000	\$649,000	40.2%
	AVERAGE PRICE	\$451,111	\$617,200	36.8%
	AVERAGE DOM	23	13	-43.5%
	# OF CONTRACTS	6	5	-16.7%
	# NEW LISTINGS	9	9	0.0%
Condo/Co-op/Townhouse	# OF SALES	2	1	-50.0%
	SALES VOLUME	\$1,285,000	\$585,000	-54.5%
	MEDIAN PRICE	\$642,500	\$585,000	-8.9%
	AVERAGE PRICE	\$642,500	\$585,000	-8.9%
	AVERAGE DOM	31	92	196.8%
	# OF CONTRACTS	2	2	0.0%
	# NEW LISTINGS	1	0	0.0%

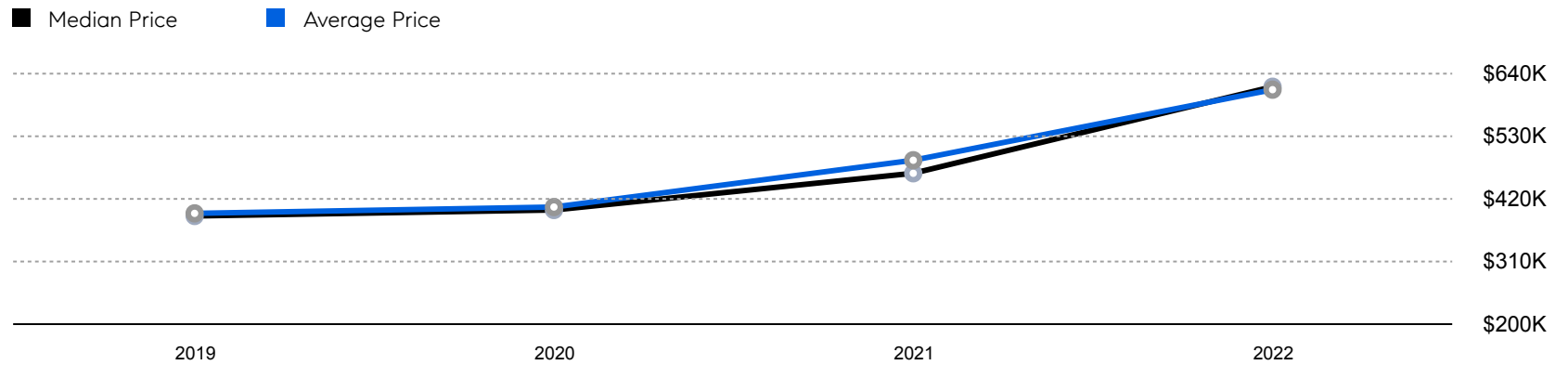


# Garwood

## Historic Sales



## Historic Sales Prices

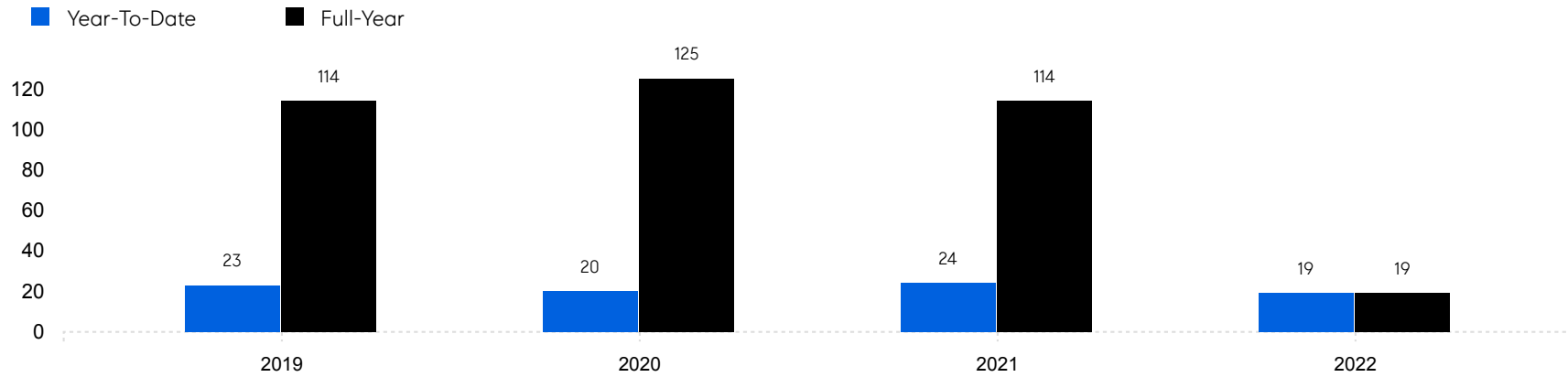


# Mountainside

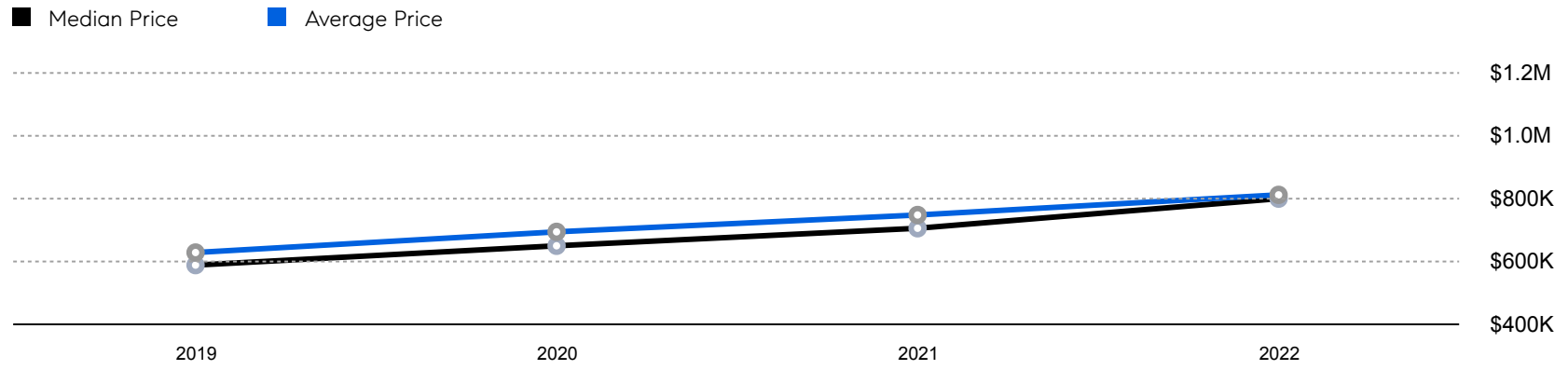
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	24	19	-20.8%
	SALES VOLUME	\$18,162,470	\$15,429,999	-15.0%
	MEDIAN PRICE	\$768,000	\$800,000	4.2%
	AVERAGE PRICE	\$756,770	\$812,105	7.3%
	AVERAGE DOM	60	96	60.0%
	# OF CONTRACTS	25	22	-12.0%
	# NEW LISTINGS	28	25	-10.7%
Condo/Co-op/Townhouse	# OF SALES	0	0	0.0%
	SALES VOLUME	-	-	-
	MEDIAN PRICE	-	-	-
	AVERAGE PRICE	-	-	-
	AVERAGE DOM	-	-	-
	# OF CONTRACTS	0	0	0.0%
	# NEW LISTINGS	0	0	0.0%

# Mountainside

## Historic Sales



## Historic Sales Prices



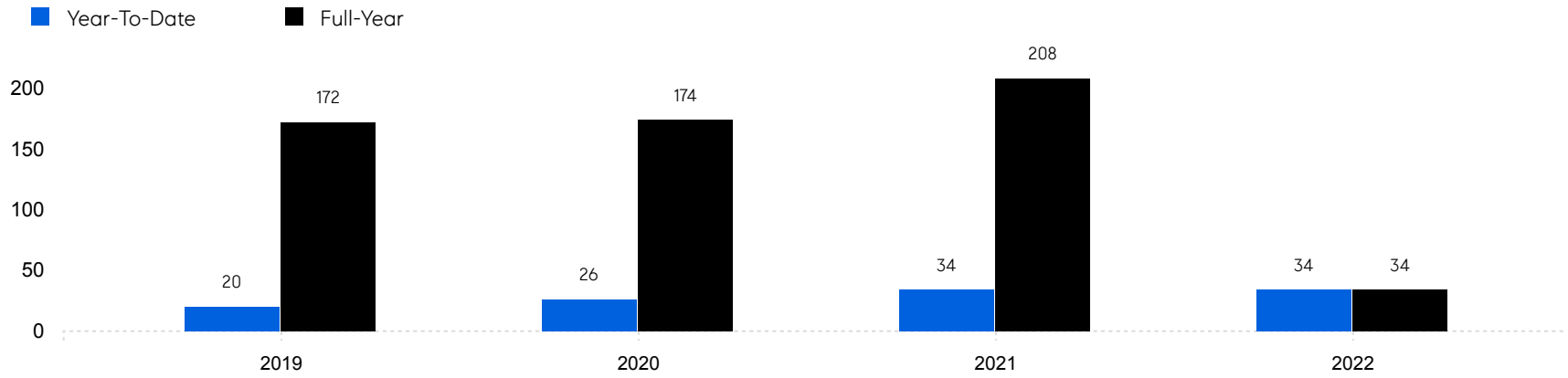
# New Providence

		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	26	32	23.1%
	SALES VOLUME	\$17,102,700	\$23,807,558	39.2%
	MEDIAN PRICE	\$657,750	\$701,000	6.6%
	AVERAGE PRICE	\$657,796	\$743,986	13.1%
	AVERAGE DOM	36	21	-41.7%
	# OF CONTRACTS	42	45	7.1%
	# NEW LISTINGS	49	47	-4.1%
Condo/Co-op/Townhouse	# OF SALES	8	2	-75.0%
	SALES VOLUME	\$4,709,000	\$1,100,000	-76.6%
	MEDIAN PRICE	\$572,750	\$550,000	-4.0%
	AVERAGE PRICE	\$588,625	\$550,000	-6.6%
	AVERAGE DOM	35	164	368.6%
	# OF CONTRACTS	16	4	-75.0%
	# NEW LISTINGS	16	4	-75.0%

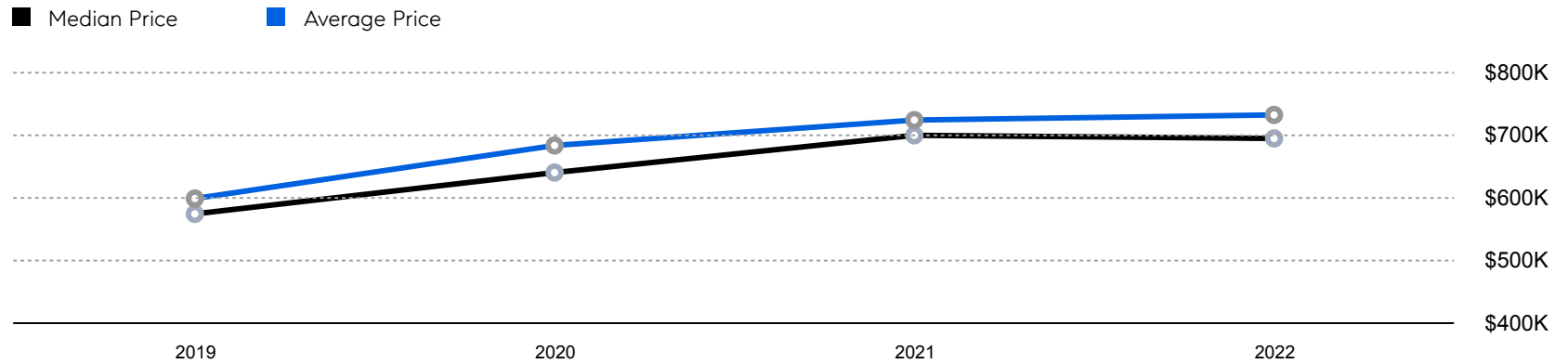


# New Providence

## Historic Sales



## Historic Sales Prices

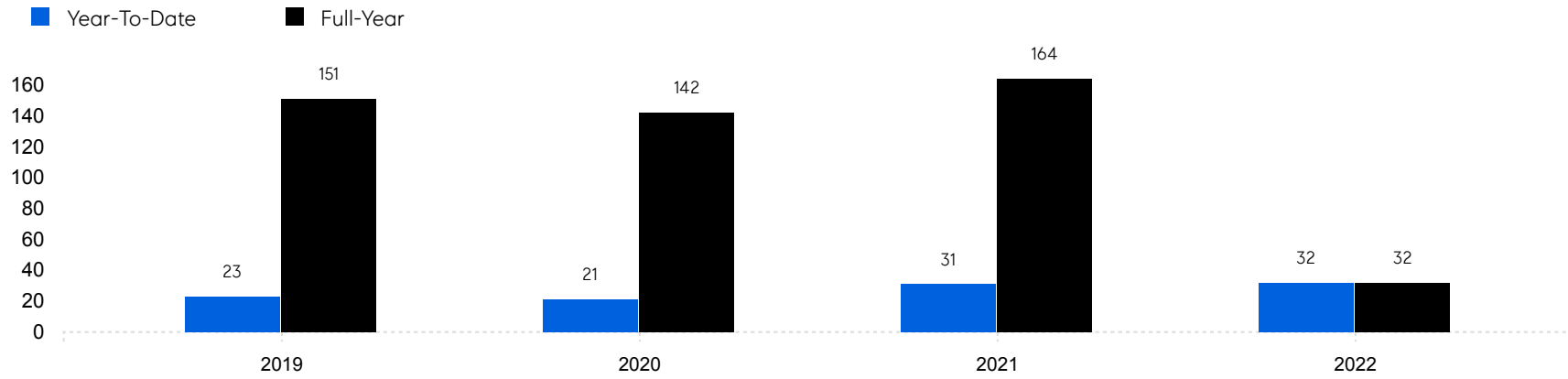


# Roselle Park

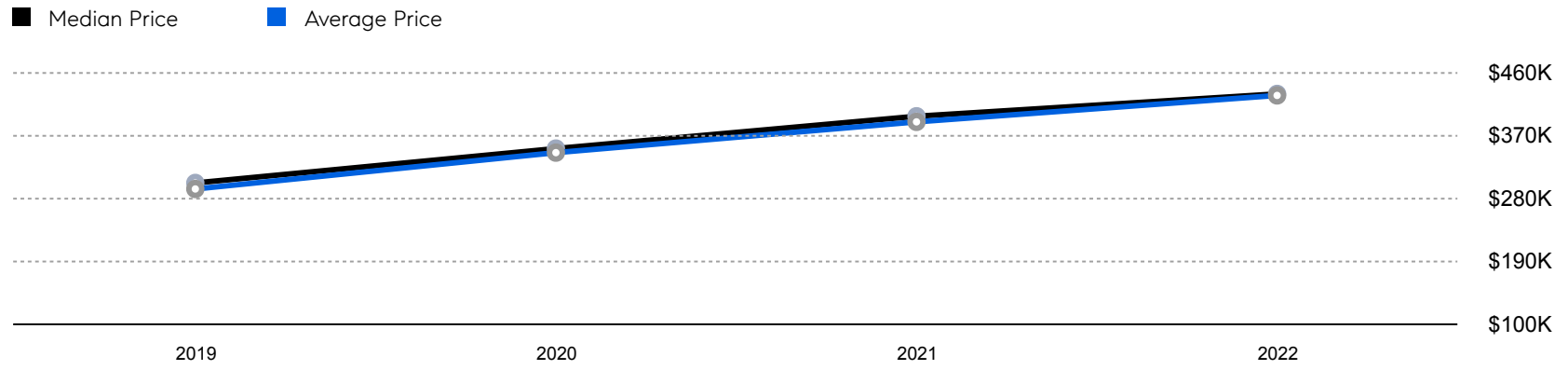
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	30	29	-3.3%
	SALES VOLUME	\$11,733,000	\$13,015,900	10.9%
	MEDIAN PRICE	\$393,500	\$440,000	11.8%
	AVERAGE PRICE	\$391,100	\$448,824	14.8%
	AVERAGE DOM	61	24	-60.7%
	# OF CONTRACTS	28	24	-14.3%
	# NEW LISTINGS	52	30	-42.3%
Condo/Co-op/Townhouse	# OF SALES	1	3	200.0%
	SALES VOLUME	\$219,000	\$675,000	208.2%
	MEDIAN PRICE	\$219,000	\$230,000	5.0%
	AVERAGE PRICE	\$219,000	\$225,000	2.7%
	AVERAGE DOM	42	15	-64.3%
	# OF CONTRACTS	2	4	100.0%
	# NEW LISTINGS	1	3	200.0%

# Roselle Park

## Historic Sales



## Historic Sales Prices



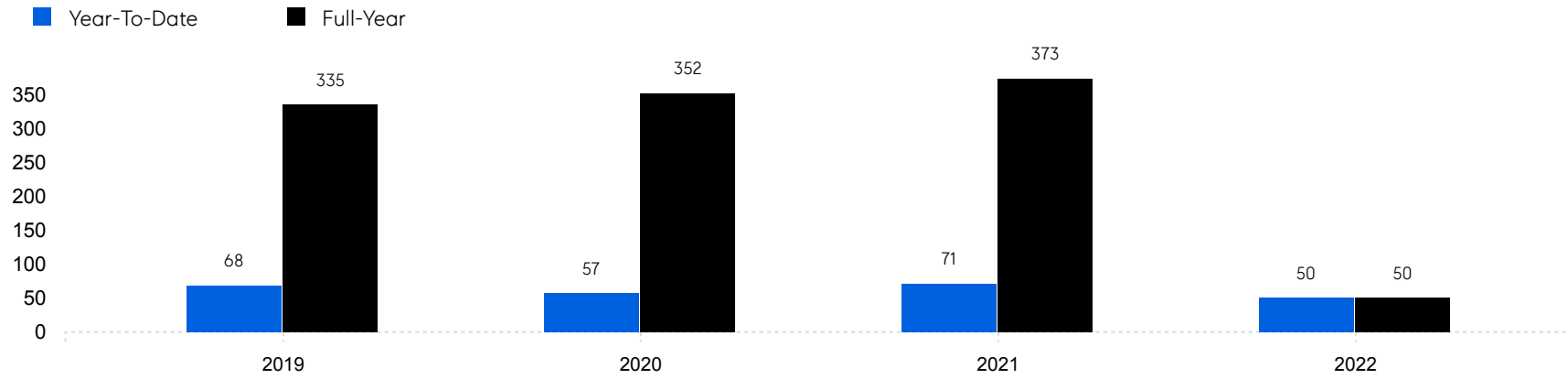
# Scotch Plains

		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	65	45	-30.8%
	SALES VOLUME	\$40,918,888	\$31,893,899	-22.1%
	MEDIAN PRICE	\$560,000	\$620,000	10.7%
	AVERAGE PRICE	\$629,521	\$708,753	12.6%
	AVERAGE DOM	44	31	-29.5%
	# OF CONTRACTS	86	54	-37.2%
	# NEW LISTINGS	93	79	-15.1%
Condo/Co-op/Townhouse	# OF SALES	6	5	-16.7%
	SALES VOLUME	\$2,124,800	\$2,008,750	-5.5%
	MEDIAN PRICE	\$377,450	\$425,000	12.6%
	AVERAGE PRICE	\$354,133	\$401,750	13.4%
	AVERAGE DOM	30	28	-6.7%
	# OF CONTRACTS	10	5	-50.0%
	# NEW LISTINGS	9	10	11.1%

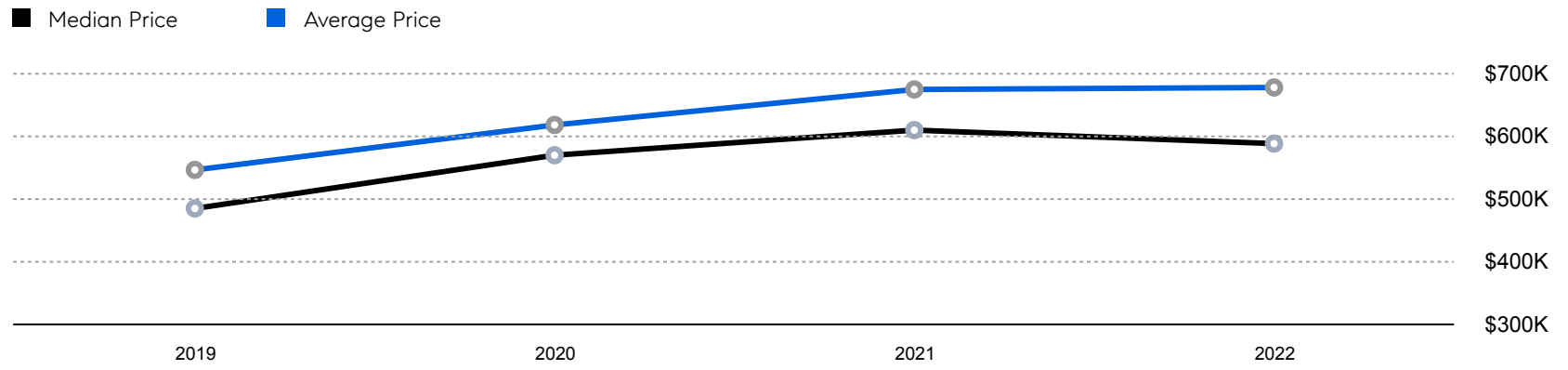


# Scotch Plains

## Historic Sales



## Historic Sales Prices

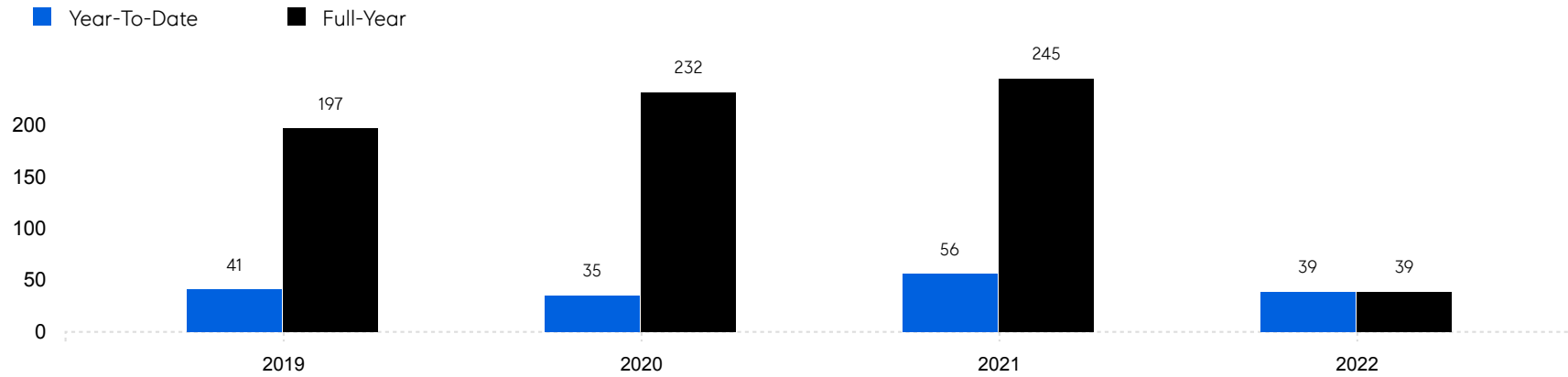


# Springfield

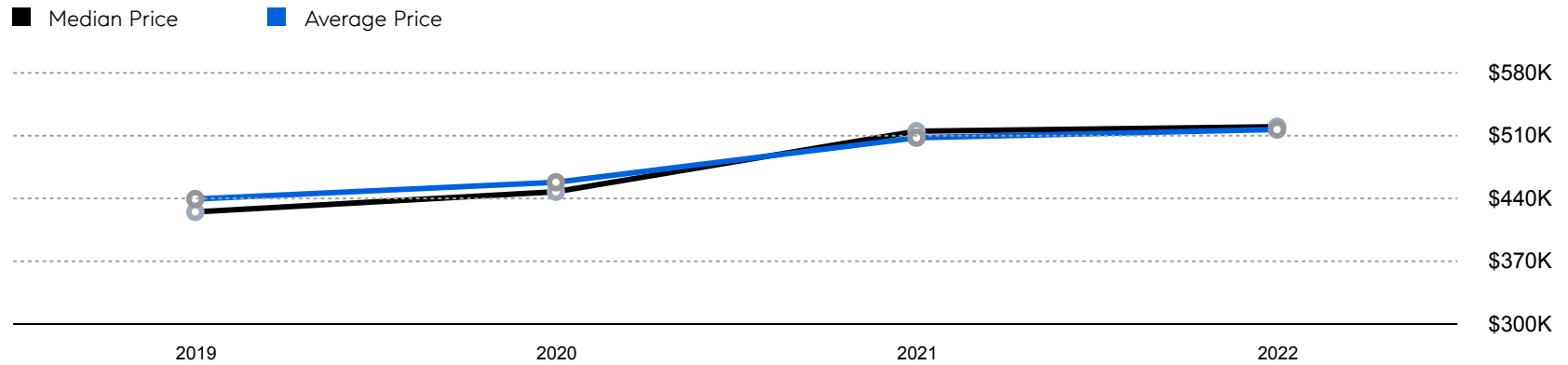
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	41	29	-29.3%
	SALES VOLUME	\$23,212,787	\$17,671,586	-23.9%
	MEDIAN PRICE	\$524,900	\$570,000	8.6%
	AVERAGE PRICE	\$566,166	\$609,365	7.6%
	AVERAGE DOM	38	21	-44.7%
	# OF CONTRACTS	37	36	-2.7%
	# NEW LISTINGS	48	46	-4.2%
Condo/Co-op/Townhouse	# OF SALES	15	10	-33.3%
	SALES VOLUME	\$5,047,500	\$2,488,500	-50.7%
	MEDIAN PRICE	\$350,000	\$230,500	-34.1%
	AVERAGE PRICE	\$336,500	\$248,850	-26.0%
	AVERAGE DOM	44	42	-4.5%
	# OF CONTRACTS	15	10	-33.3%
	# NEW LISTINGS	17	10	-41.2%

# Springfield

## Historic Sales



## Historic Sales Prices

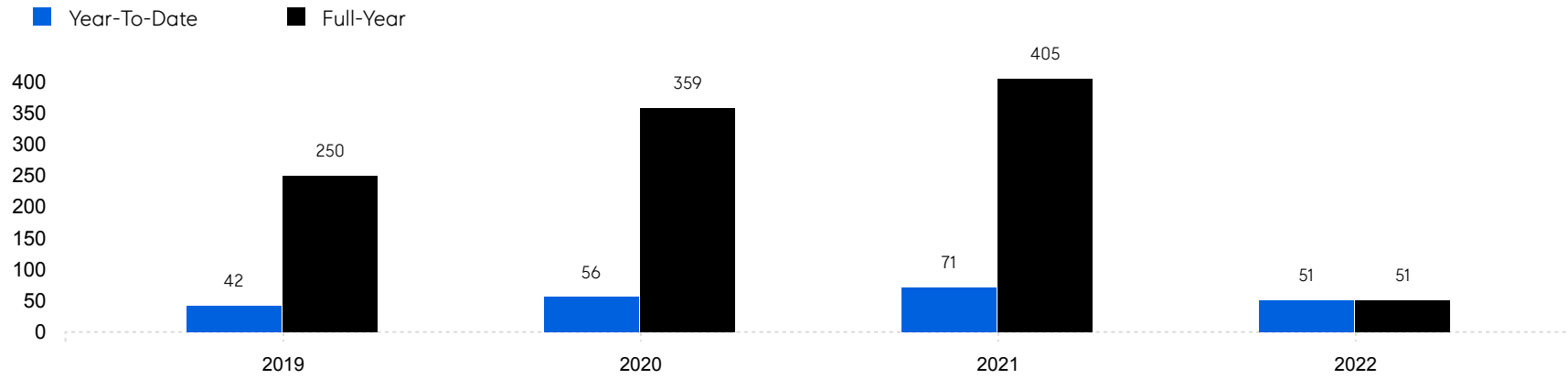


# Summit

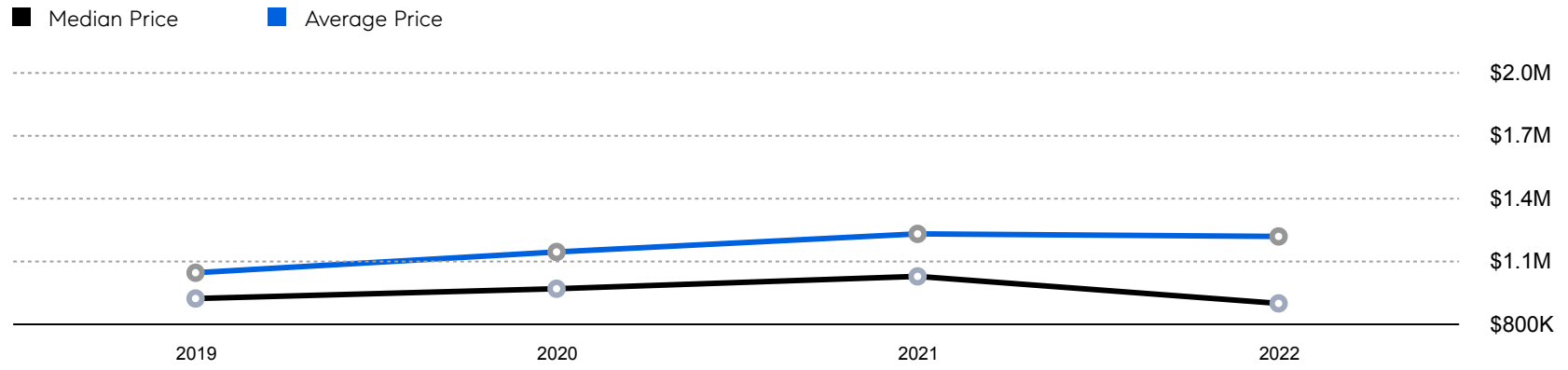
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	59	38	-35.6%
	SALES VOLUME	\$68,258,500	\$56,180,057	-17.7%
	MEDIAN PRICE	\$961,000	\$1,254,000	30.5%
	AVERAGE PRICE	\$1,156,924	\$1,478,423	27.8%
	AVERAGE DOM	41	18	-56.1%
	# OF CONTRACTS	87	67	-23.0%
	# NEW LISTINGS	111	91	-18.0%
Condo/Co-op/Townhouse	# OF SALES	12	13	8.3%
	SALES VOLUME	\$7,890,500	\$6,021,000	-23.7%
	MEDIAN PRICE	\$423,500	\$450,000	6.3%
	AVERAGE PRICE	\$657,542	\$463,154	-29.6%
	AVERAGE DOM	77	55	-28.6%
	# OF CONTRACTS	16	20	25.0%
	# NEW LISTINGS	20	24	20.0%

# Summit

## Historic Sales



## Historic Sales Prices

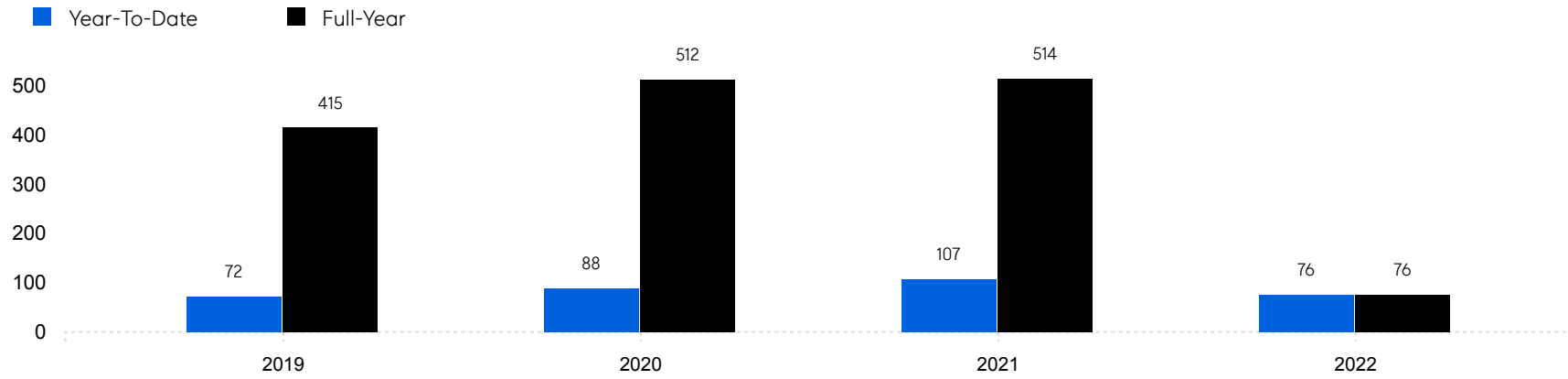


# Westfield

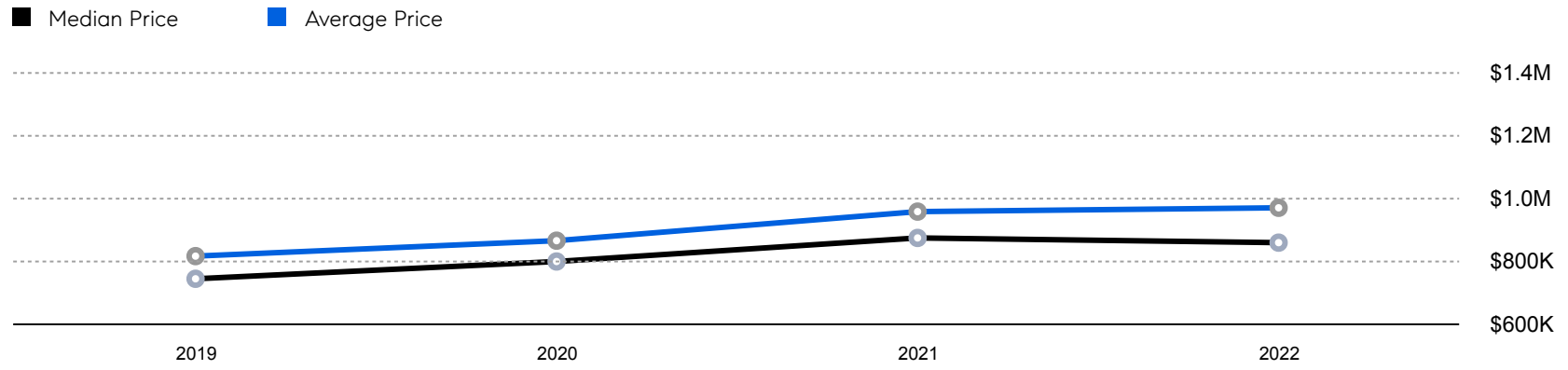
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	97	67	-30.9%
	SALES VOLUME	\$94,033,109	\$70,432,298	-25.1%
	MEDIAN PRICE	\$880,000	\$910,000	3.4%
	AVERAGE PRICE	\$969,413	\$1,051,228	8.4%
	AVERAGE DOM	45	37	-17.8%
	# OF CONTRACTS	130	99	-23.8%
	# NEW LISTINGS	160	113	-29.4%
Condo/Co-op/Townhouse	# OF SALES	10	9	-10.0%
	SALES VOLUME	\$6,337,400	\$3,356,725	-47.0%
	MEDIAN PRICE	\$726,250	\$352,825	-51.4%
	AVERAGE PRICE	\$633,740	\$372,969	-41.1%
	AVERAGE DOM	77	47	-39.0%
	# OF CONTRACTS	8	8	0.0%
	# NEW LISTINGS	7	6	-14.3%

# Westfield

## Historic Sales



## Historic Sales Prices



# COMPASS

Source: Garden State MLS, 01/01/2019 to 03/31/2022  
Source: NJMLS, 01/01/2019 to 03/31/2022  
Source: Hudson MLS, 01/01/2019 to 03/31/2022

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