

Q2 2023

# Union County Market Report

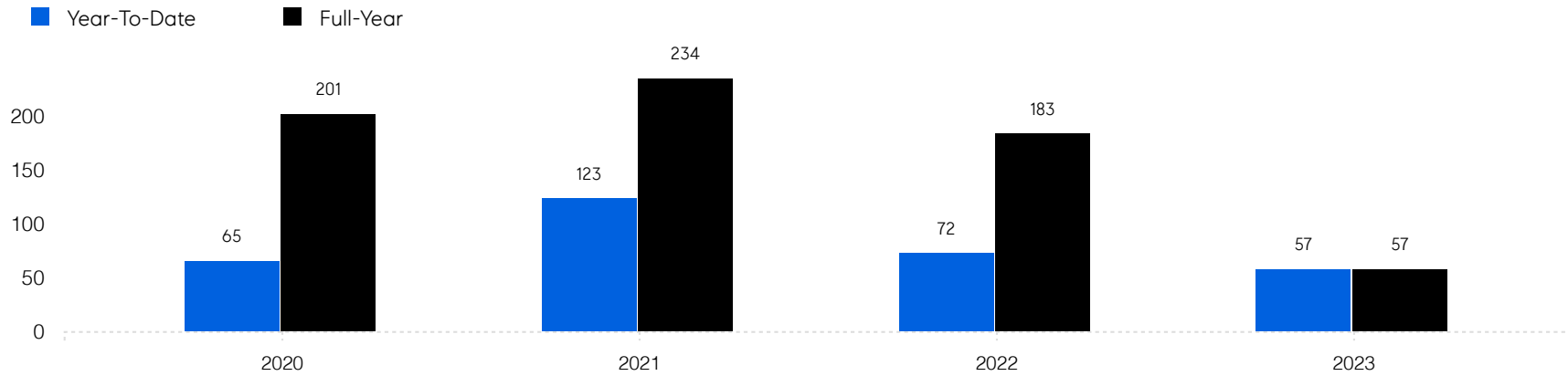
COMPASS

# Berkeley Heights

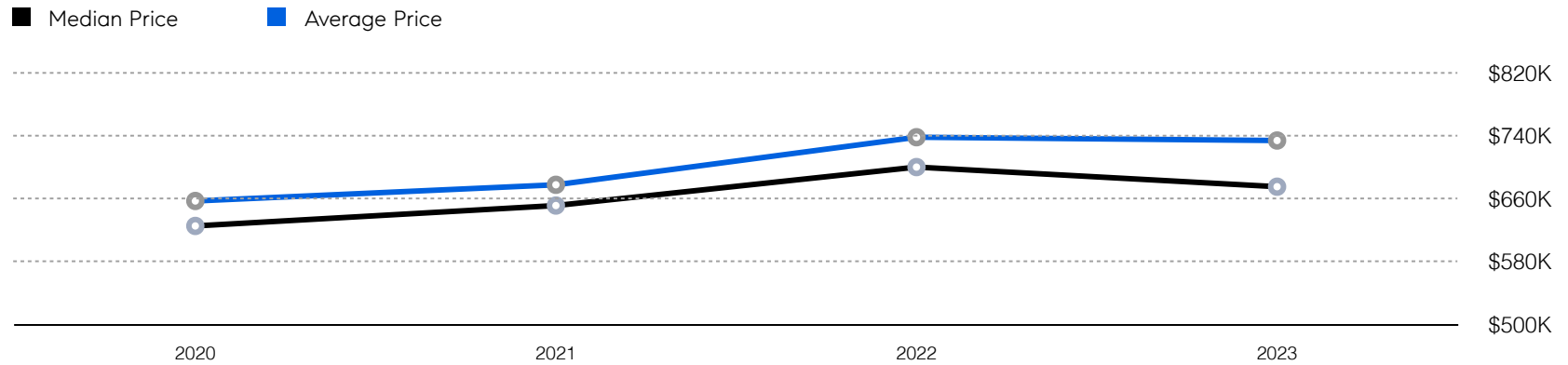
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	60	43	-28.3%
	SALES VOLUME	\$47,743,901	\$33,362,400	-30.1%
	MEDIAN PRICE	\$742,500	\$740,000	-0.3%
	AVERAGE PRICE	\$795,732	\$775,870	-2.5%
	AVERAGE DOM	26	27	3.8%
	# OF CONTRACTS	85	60	-29.4%
	# NEW LISTINGS	115	73	-36.5%
Condo/Co-op/Townhouse	# OF SALES	12	14	16.7%
	SALES VOLUME	\$5,655,000	\$8,466,802	49.7%
	MEDIAN PRICE	\$462,000	\$516,000	11.7%
	AVERAGE PRICE	\$471,250	\$604,772	28.3%
	AVERAGE DOM	38	40	5.3%
	# OF CONTRACTS	14	15	7.1%
	# NEW LISTINGS	17	20	17.6%

# Berkeley Heights

## Historic Sales



## Historic Sales Prices

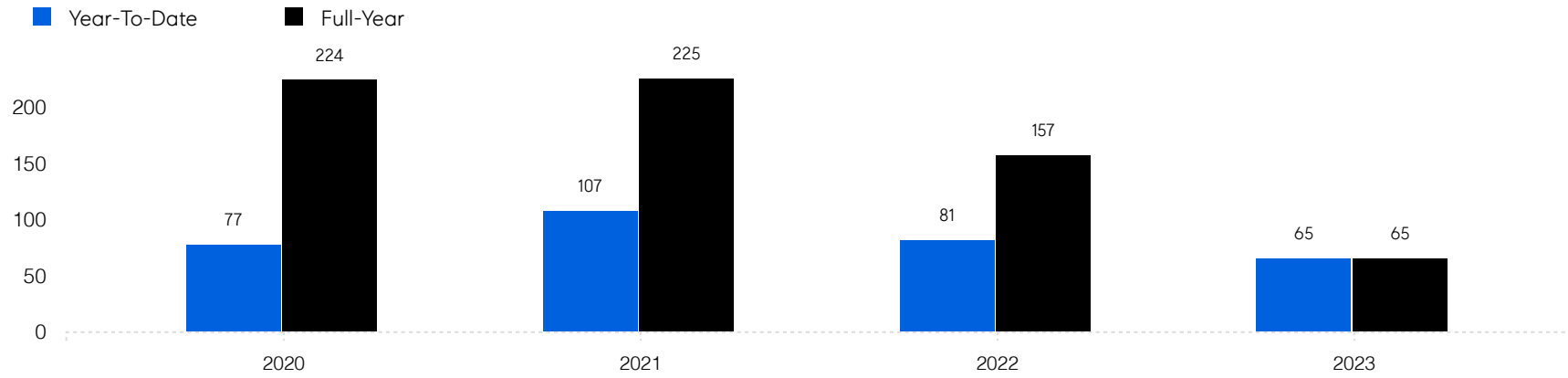


# Clark

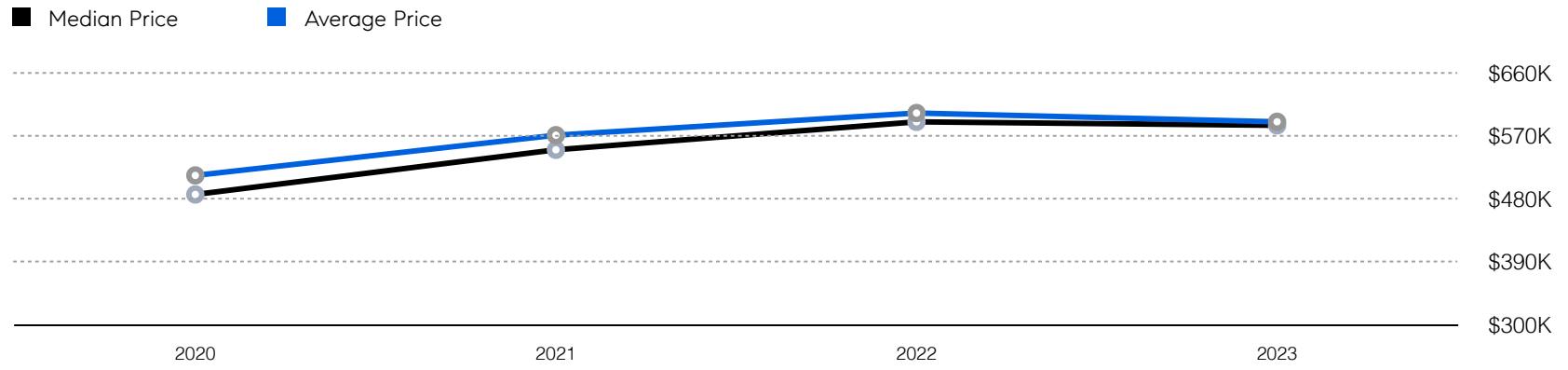
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	70	55	-21.4%
	SALES VOLUME	\$45,931,891	\$34,262,010	-25.4%
	MEDIAN PRICE	\$613,500	\$627,500	2.3%
	AVERAGE PRICE	\$656,170	\$622,946	-5.1%
	AVERAGE DOM	30	39	30.0%
	# OF CONTRACTS	68	62	-8.8%
	# NEW LISTINGS	101	68	-32.7%
Condo/Co-op/Townhouse	# OF SALES	11	10	-9.1%
	SALES VOLUME	\$3,532,500	\$4,094,833	15.9%
	MEDIAN PRICE	\$260,000	\$342,500	31.7%
	AVERAGE PRICE	\$321,136	\$409,483	27.5%
	AVERAGE DOM	33	27	-18.2%
	# OF CONTRACTS	8	10	25.0%
	# NEW LISTINGS	8	10	25.0%

# Clark

## Historic Sales



## Historic Sales Prices

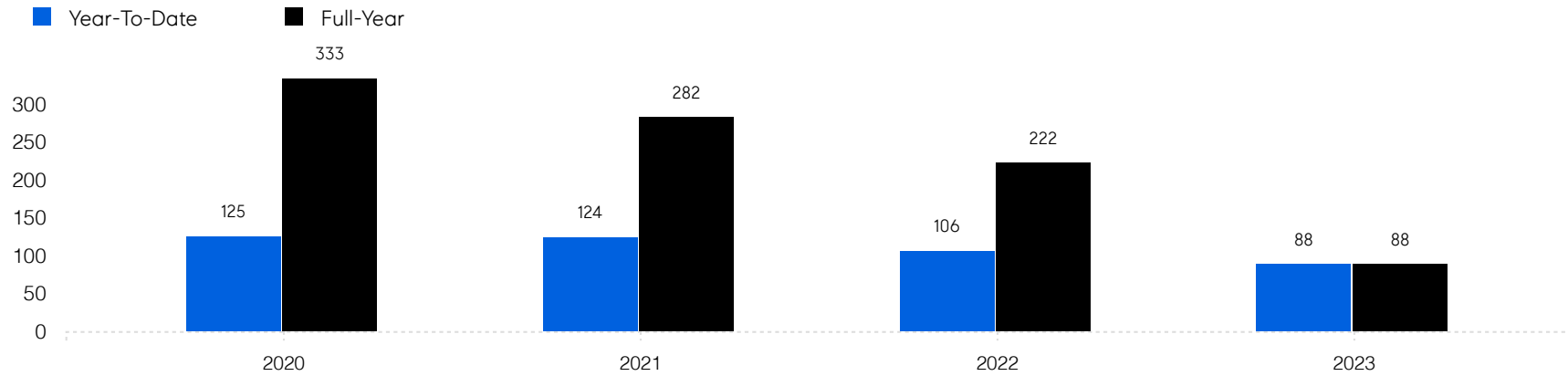


# Cranford

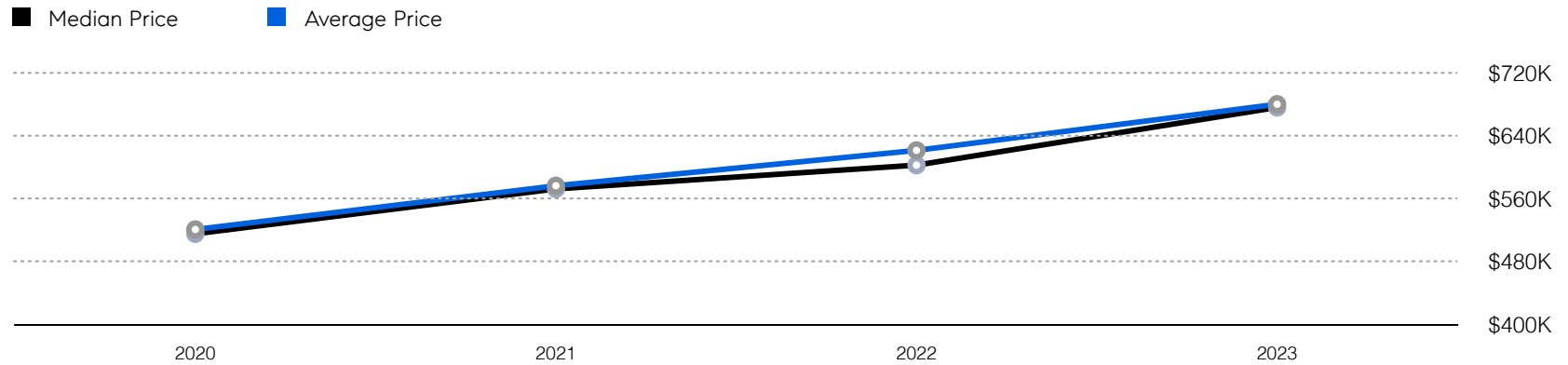
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	92	75	-18.5%
	SALES VOLUME	\$62,353,664	\$55,928,279	-10.3%
	MEDIAN PRICE	\$632,500	\$714,000	12.9%
	AVERAGE PRICE	\$677,757	\$745,710	10.0%
	AVERAGE DOM	21	20	-4.8%
	# OF CONTRACTS	109	100	-8.3%
	# NEW LISTINGS	137	120	-12.4%
Condo/Co-op/Townhouse	# OF SALES	14	13	-7.1%
	SALES VOLUME	\$4,022,800	\$3,917,250	-2.6%
	MEDIAN PRICE	\$280,000	\$270,000	-3.6%
	AVERAGE PRICE	\$287,343	\$301,327	4.9%
	AVERAGE DOM	19	25	31.6%
	# OF CONTRACTS	14	13	-7.1%
	# NEW LISTINGS	17	16	-5.9%

# Cranford

## Historic Sales



## Historic Sales Prices



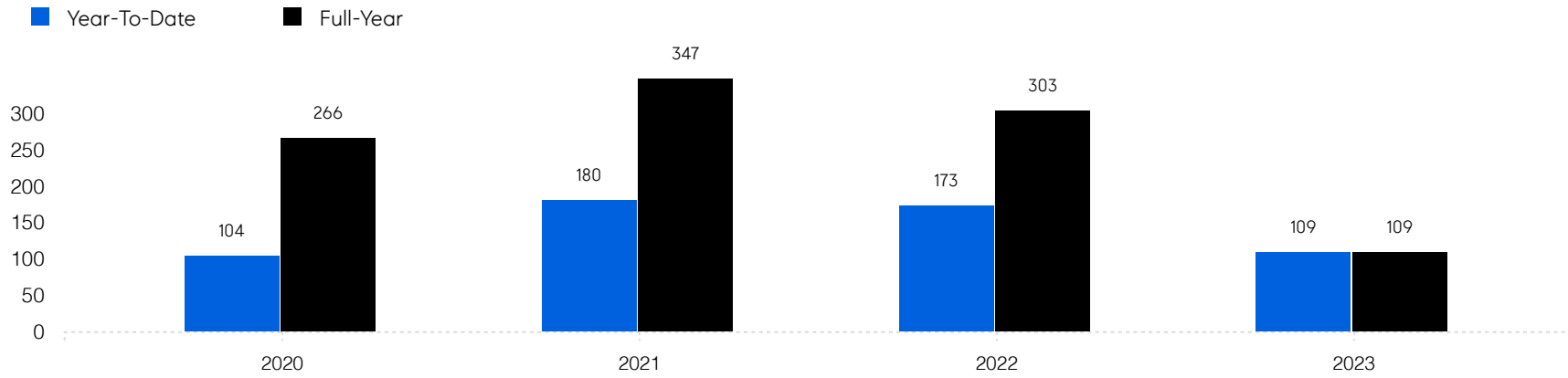
# Elizabeth

		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	134	82	-38.8%
	SALES VOLUME	\$54,505,905	\$36,902,000	-32.3%
	MEDIAN PRICE	\$400,000	\$432,500	8.1%
	AVERAGE PRICE	\$406,760	\$450,024	10.6%
	AVERAGE DOM	48	45	-6.2%
	# OF CONTRACTS	110	93	-15.5%
	# NEW LISTINGS	177	119	-32.8%
Condo/Co-op/Townhouse	# OF SALES	39	27	-30.8%
	SALES VOLUME	\$8,546,196	\$7,357,100	-13.9%
	MEDIAN PRICE	\$225,000	\$270,000	20.0%
	AVERAGE PRICE	\$219,133	\$272,485	24.3%
	AVERAGE DOM	56	43	-23.2%
	# OF CONTRACTS	34	35	2.9%
	# NEW LISTINGS	53	48	-9.4%

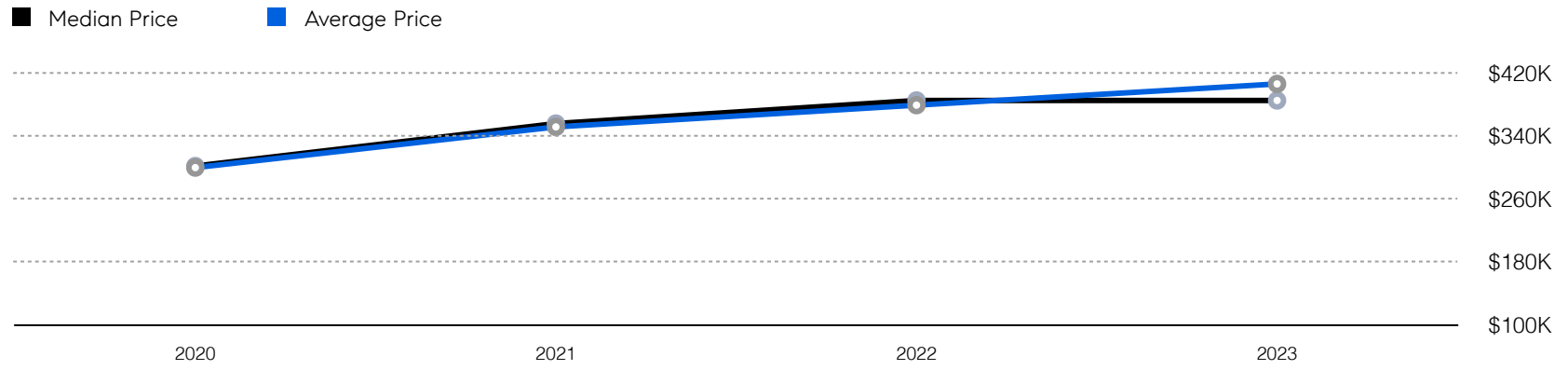


# Elizabeth

## Historic Sales



## Historic Sales Prices

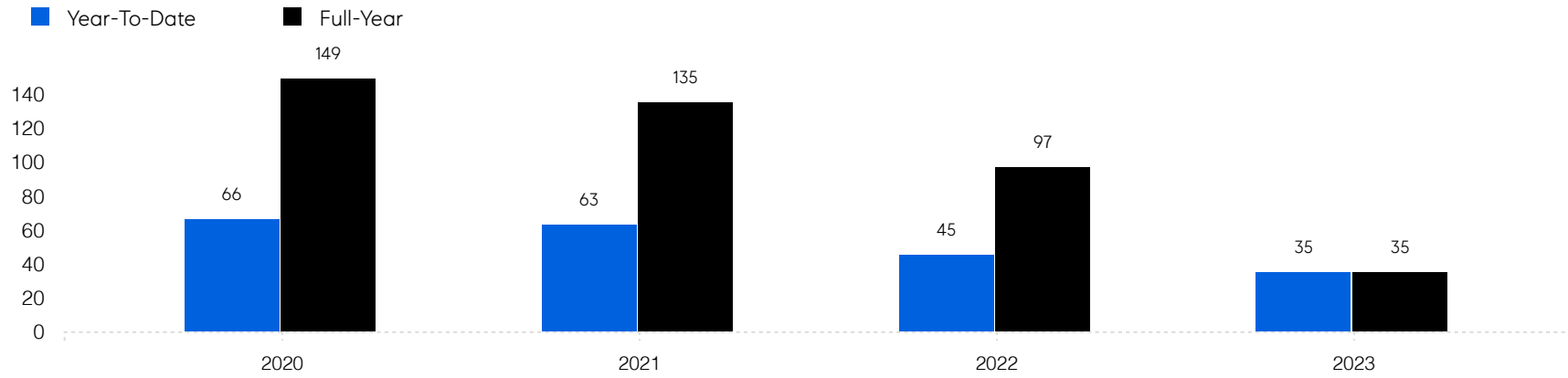


# Fanwood

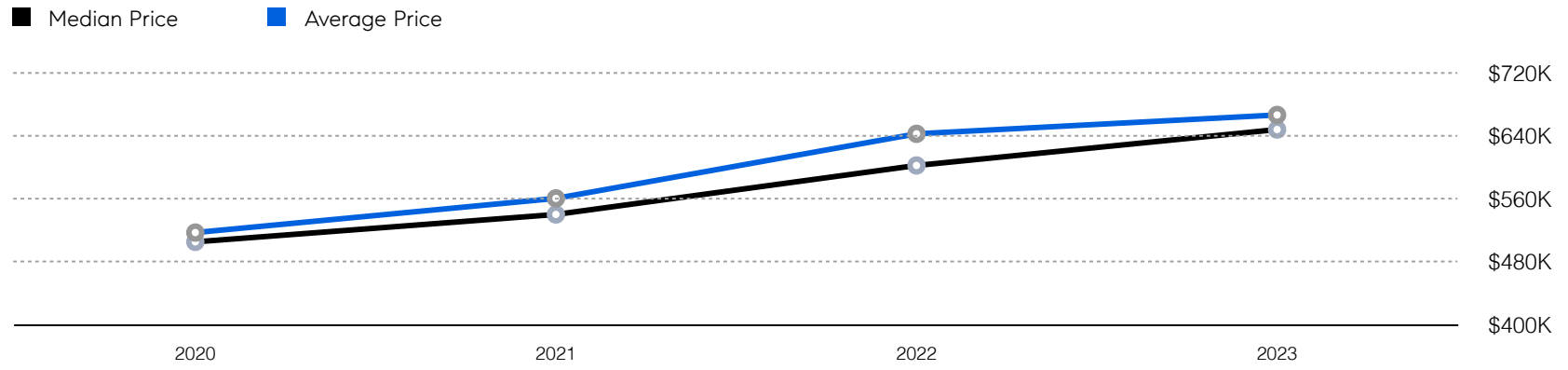
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	45	34	-24.4%
	SALES VOLUME	\$29,024,537	\$22,909,010	-21.1%
	MEDIAN PRICE	\$620,000	\$649,000	4.7%
	AVERAGE PRICE	\$644,990	\$673,794	4.5%
	AVERAGE DOM	18	27	50.0%
	# OF CONTRACTS	47	36	-23.4%
	# NEW LISTINGS	63	45	-28.6%
Condo/Co-op/Townhouse	# OF SALES	0	1	0.0%
	SALES VOLUME	-	\$420,000	-
	MEDIAN PRICE	-	\$420,000	-
	AVERAGE PRICE	-	\$420,000	-
	AVERAGE DOM	-	15	-
	# OF CONTRACTS	1	1	0.0%
	# NEW LISTINGS	1	1	0.0%

# Fanwood

## Historic Sales



## Historic Sales Prices

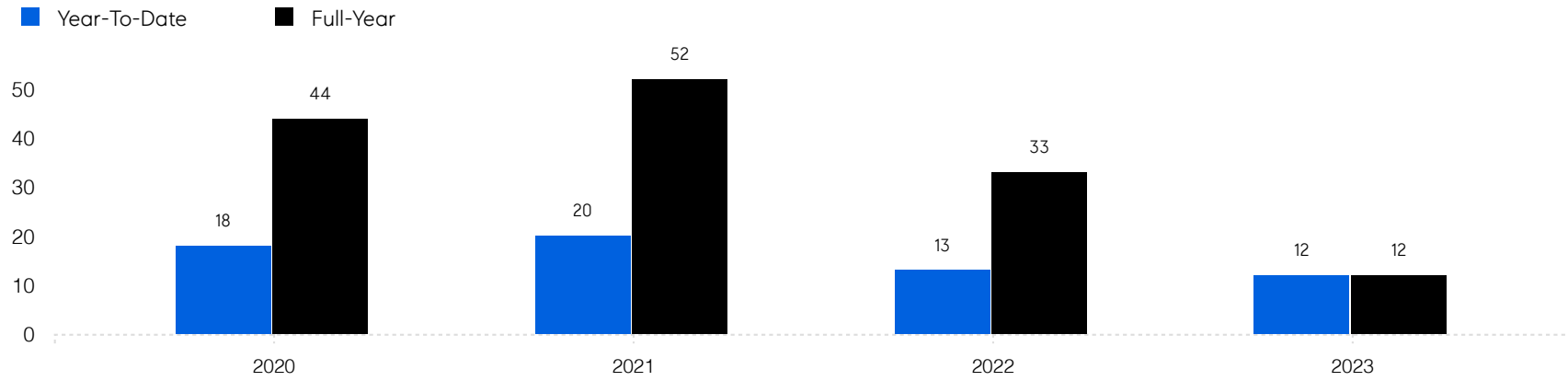


# Garwood

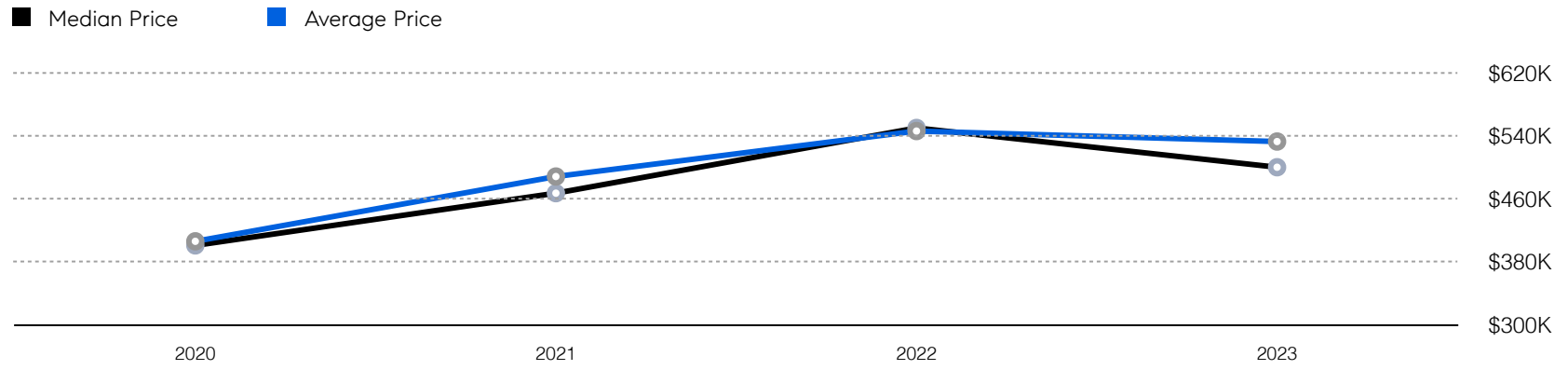
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	11	12	9.1%
	SALES VOLUME	\$6,467,500	\$6,392,500	-1.2%
	MEDIAN PRICE	\$550,000	\$500,000	-9.1%
	AVERAGE PRICE	\$587,955	\$532,708	-9.4%
	AVERAGE DOM	20	38	90.0%
	# OF CONTRACTS	15	16	6.7%
	# NEW LISTINGS	22	18	-18.2%
Condo/Co-op/Townhouse	# OF SALES	2	0	0.0%
	SALES VOLUME	\$1,170,000	-	-
	MEDIAN PRICE	\$585,000	-	-
	AVERAGE PRICE	\$585,000	-	-
	AVERAGE DOM	110	-	-
	# OF CONTRACTS	2	0	0.0%
	# NEW LISTINGS	0	0	0.0%

# Garwood

## Historic Sales



## Historic Sales Prices

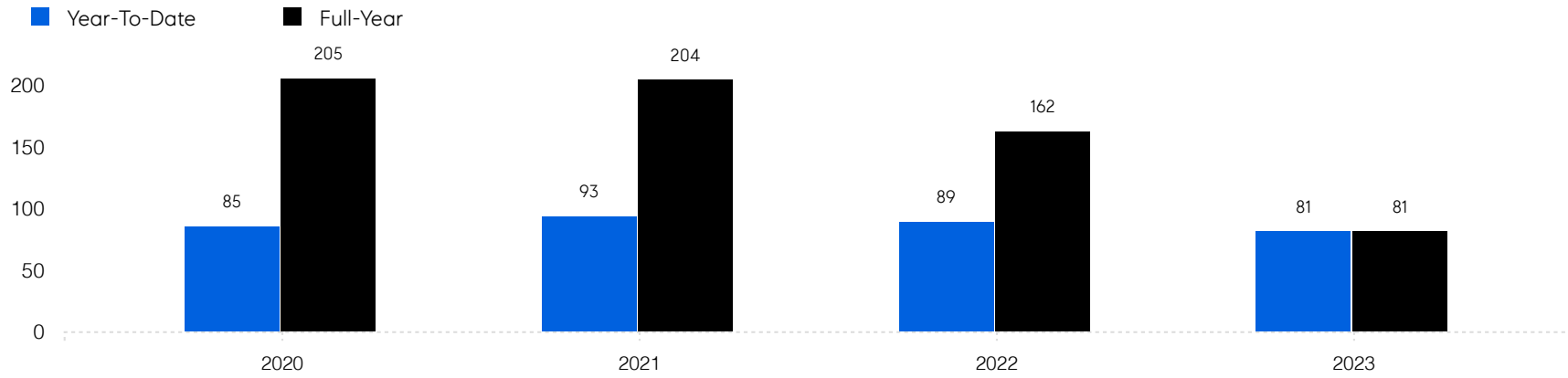


# Hillside

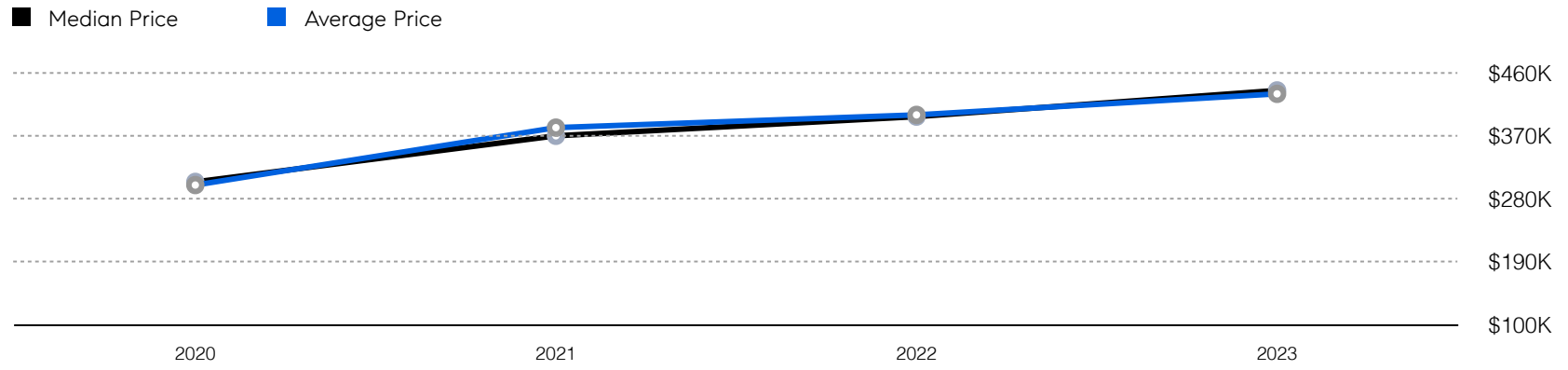
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	87	79	-9.2%
	SALES VOLUME	\$34,037,500	\$34,418,100	1.1%
	MEDIAN PRICE	\$390,000	\$435,000	11.5%
	AVERAGE PRICE	\$391,236	\$435,672	11.4%
	AVERAGE DOM	46	44	-4.3%
	# OF CONTRACTS	80	88	10.0%
	# NEW LISTINGS	130	86	-33.8%
Condo/Co-op/Townhouse	# OF SALES	2	2	0.0%
	SALES VOLUME	\$604,900	\$419,000	-30.7%
	MEDIAN PRICE	\$302,450	\$209,500	-30.7%
	AVERAGE PRICE	\$302,450	\$209,500	-30.7%
	AVERAGE DOM	55	53	-3.6%
	# OF CONTRACTS	1	1	0.0%
	# NEW LISTINGS	2	1	-50.0%

# Hillside

## Historic Sales



## Historic Sales Prices



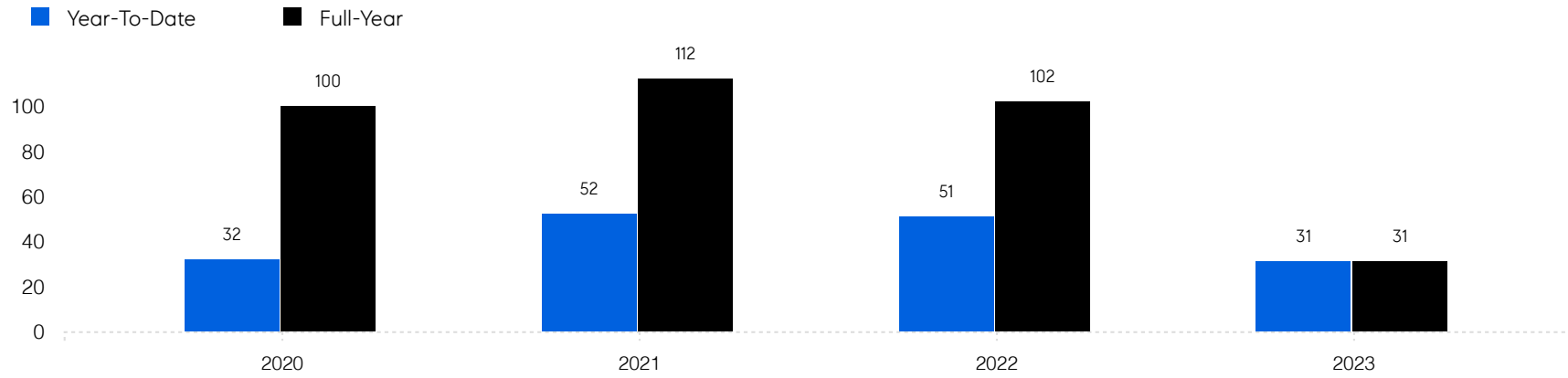
# Kenilworth

		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	50	31	-38.0%
	SALES VOLUME	\$26,274,900	\$17,313,925	-34.1%
	MEDIAN PRICE	\$510,000	\$515,000	1.0%
	AVERAGE PRICE	\$525,498	\$558,514	6.3%
	AVERAGE DOM	35	44	25.7%
	# OF CONTRACTS	56	33	-41.1%
	# NEW LISTINGS	78	38	-51.3%
Condo/Co-op/Townhouse	# OF SALES	1	0	0.0%
	SALES VOLUME	\$460,000	-	-
	MEDIAN PRICE	\$460,000	-	-
	AVERAGE PRICE	\$460,000	-	-
	AVERAGE DOM	0	-	-
	# OF CONTRACTS	1	0	0.0%
	# NEW LISTINGS	1	0	0.0%

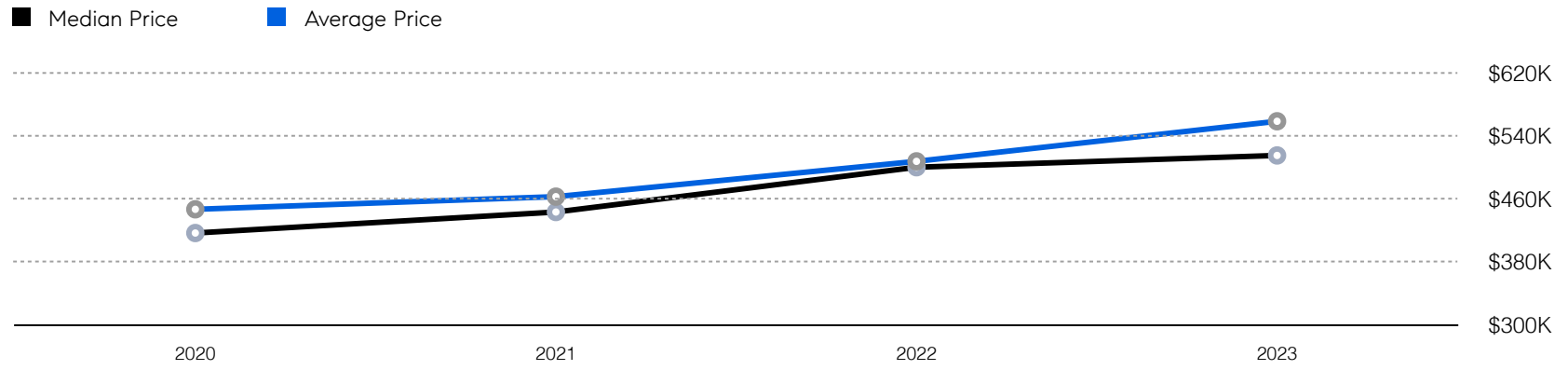


# Kenilworth

## Historic Sales



## Historic Sales Prices

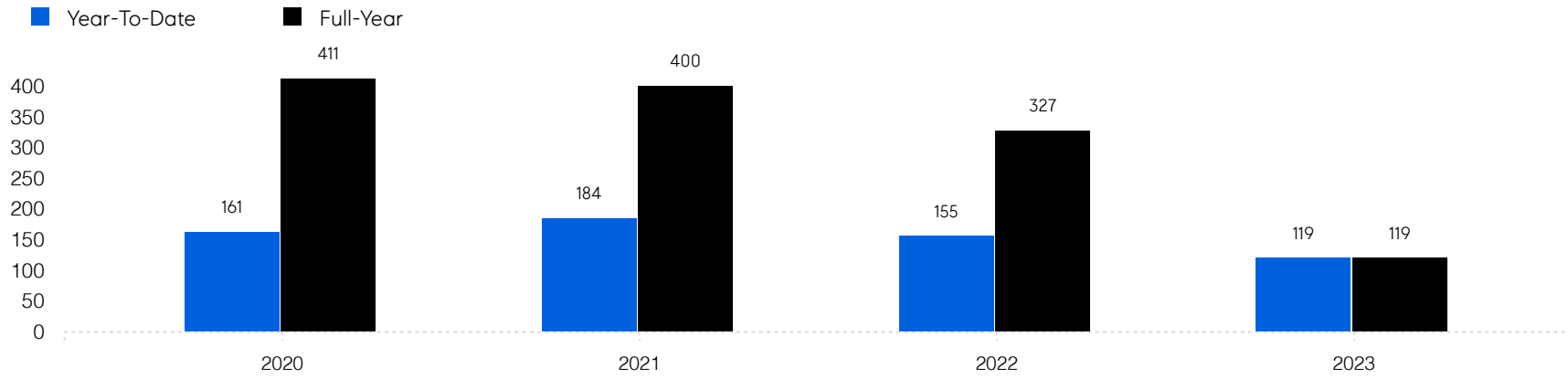


# Linden

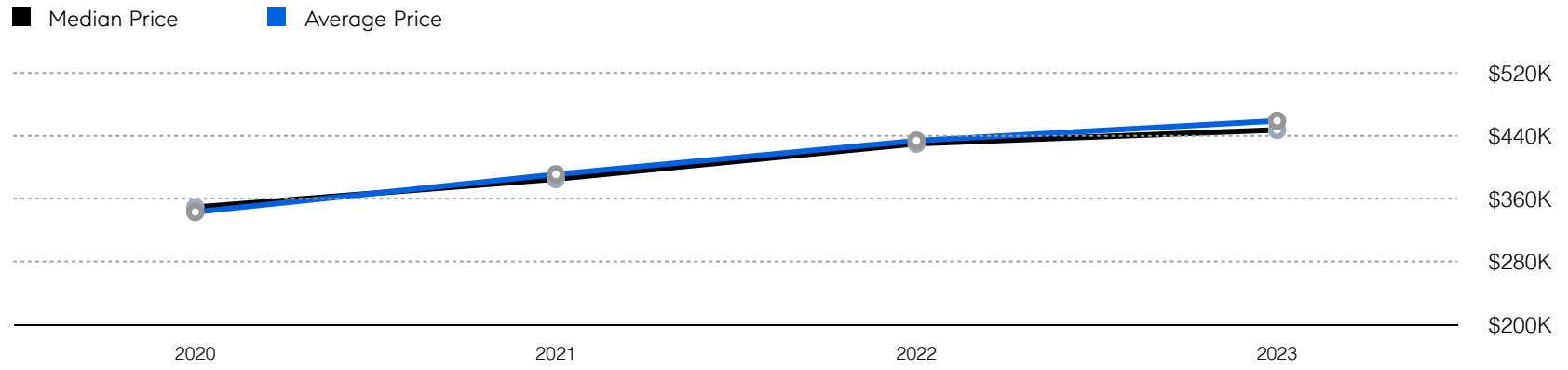
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	140	107	-23.6%
	SALES VOLUME	\$63,071,479	\$51,891,500	-17.7%
	MEDIAN PRICE	\$430,000	\$465,000	8.1%
	AVERAGE PRICE	\$450,511	\$484,967	7.6%
	AVERAGE DOM	37	36	-2.7%
	# OF CONTRACTS	146	113	-22.6%
	# NEW LISTINGS	200	152	-24.0%
Condo/Co-op/Townhouse	# OF SALES	15	12	-20.0%
	SALES VOLUME	\$2,899,000	\$2,733,900	-5.7%
	MEDIAN PRICE	\$190,000	\$210,000	10.5%
	AVERAGE PRICE	\$193,267	\$227,825	17.9%
	AVERAGE DOM	51	31	-39.2%
	# OF CONTRACTS	18	16	-11.1%
	# NEW LISTINGS	30	21	-30.0%

# Linden

## Historic Sales



## Historic Sales Prices

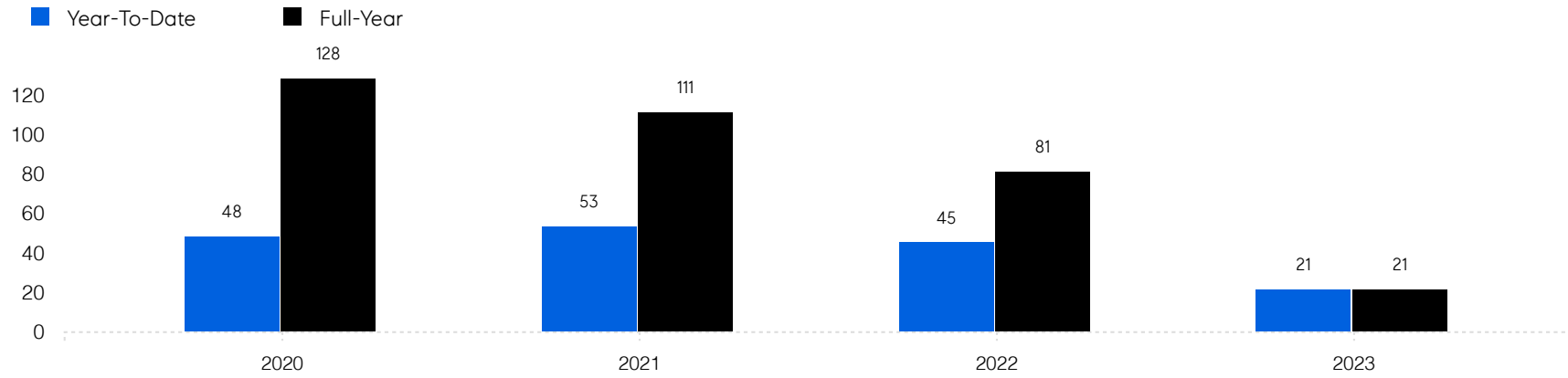


# Mountainside

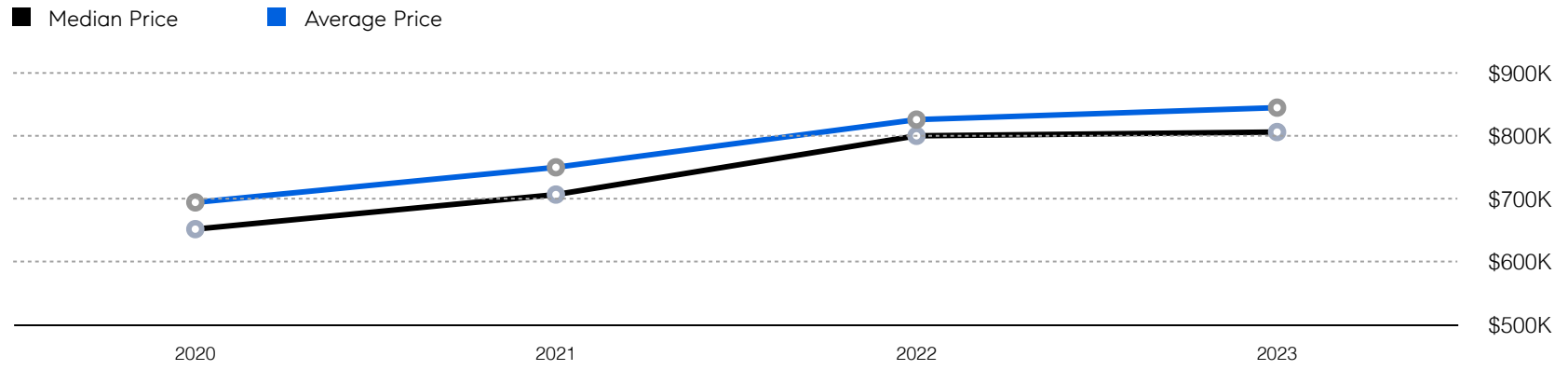
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	44	19	-56.8%
	SALES VOLUME	\$37,254,231	\$15,448,000	-58.5%
	MEDIAN PRICE	\$805,000	\$705,000	-12.4%
	AVERAGE PRICE	\$846,687	\$813,053	-4.0%
	AVERAGE DOM	54	20	-63.0%
	# OF CONTRACTS	41	31	-24.4%
	# NEW LISTINGS	59	39	-33.9%
Condo/Co-op/Townhouse	# OF SALES	1	2	100.0%
	SALES VOLUME	\$865,000	\$2,292,941	165.1%
	MEDIAN PRICE	\$865,000	\$1,146,471	32.5%
	AVERAGE PRICE	\$865,000	\$1,146,471	32.5%
	AVERAGE DOM	18	65	261.1%
	# OF CONTRACTS	2	5	150.0%
	# NEW LISTINGS	2	6	200.0%

# Mountainside

## Historic Sales



## Historic Sales Prices

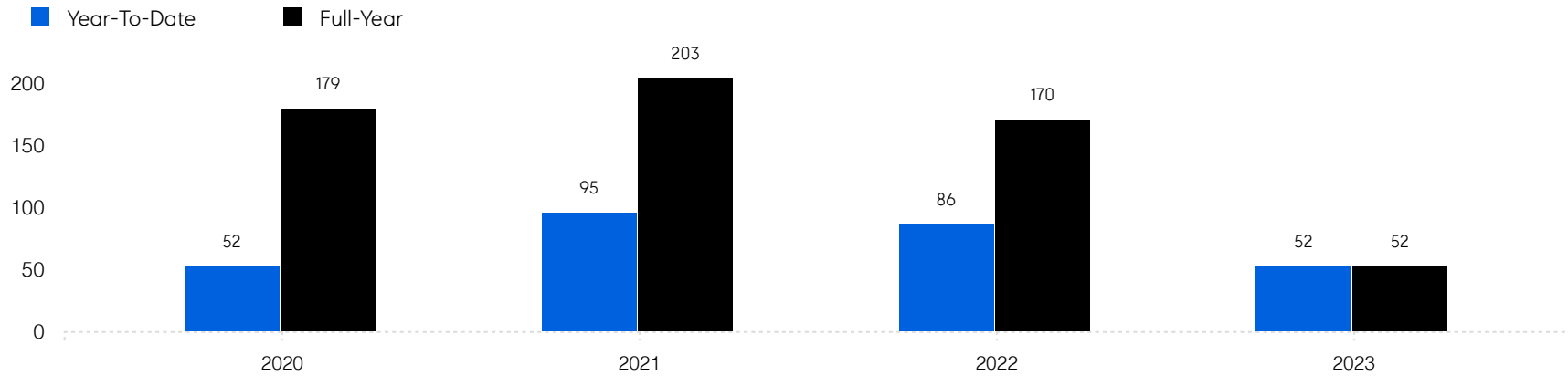


# New Providence

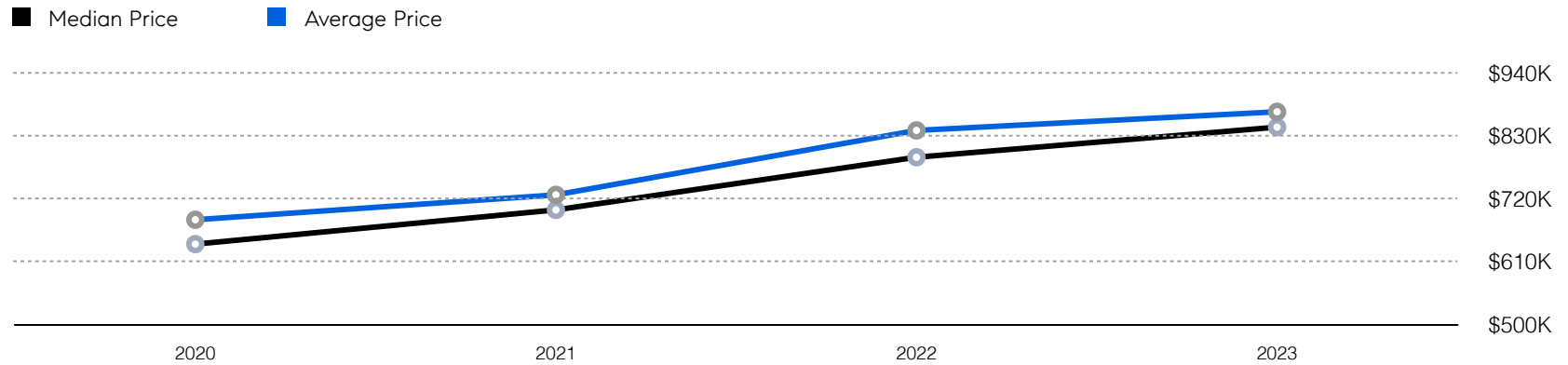
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	82	40	-51.2%
	SALES VOLUME	\$71,102,597	\$34,526,001	-51.4%
	MEDIAN PRICE	\$805,000	\$830,500	3.2%
	AVERAGE PRICE	\$867,105	\$863,150	-0.5%
	AVERAGE DOM	17	29	70.6%
	# OF CONTRACTS	92	53	-42.4%
	# NEW LISTINGS	115	64	-44.3%
Condo/Co-op/Townhouse	# OF SALES	4	12	200.0%
	SALES VOLUME	\$2,724,000	\$10,810,500	296.9%
	MEDIAN PRICE	\$667,000	\$949,500	42.4%
	AVERAGE PRICE	\$681,000	\$900,875	32.3%
	AVERAGE DOM	88	80	-9.1%
	# OF CONTRACTS	5	17	240.0%
	# NEW LISTINGS	7	16	128.6%

# New Providence

## Historic Sales



## Historic Sales Prices



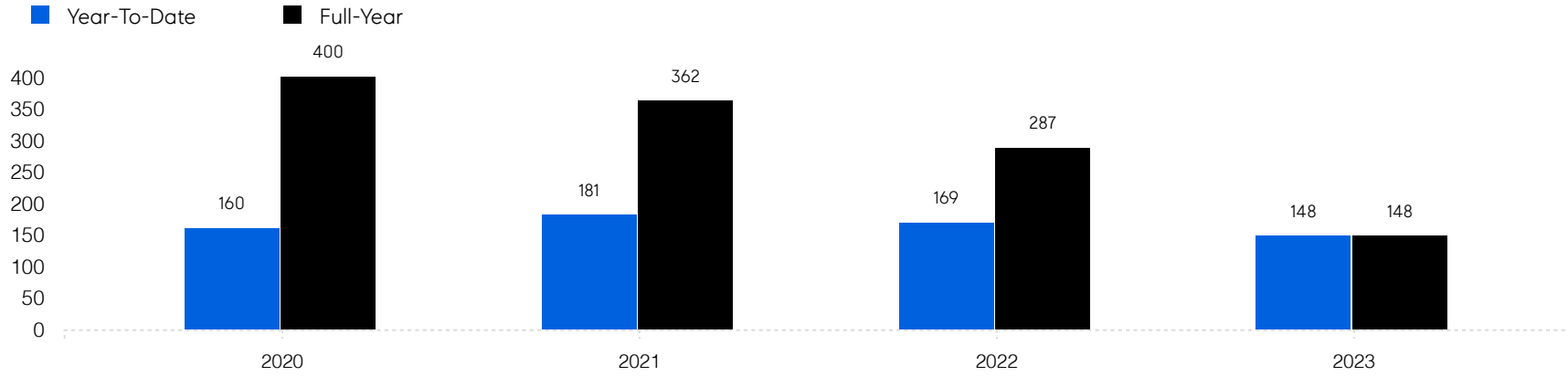
# Plainfield

		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	162	147	-9.3%
	SALES VOLUME	\$64,595,570	\$61,161,718	-5.3%
	MEDIAN PRICE	\$389,365	\$409,000	5.0%
	AVERAGE PRICE	\$398,738	\$416,066	4.3%
	AVERAGE DOM	36	56	55.6%
	# OF CONTRACTS	145	151	4.1%
	# NEW LISTINGS	211	156	-26.1%
Condo/Co-op/Townhouse	# OF SALES	7	1	-85.7%
	SALES VOLUME	\$1,831,000	\$375,000	-79.5%
	MEDIAN PRICE	\$290,000	\$375,000	29.3%
	AVERAGE PRICE	\$261,571	\$375,000	43.4%
	AVERAGE DOM	23	28	21.7%
	# OF CONTRACTS	6	2	-66.7%
	# NEW LISTINGS	12	11	-8.3%

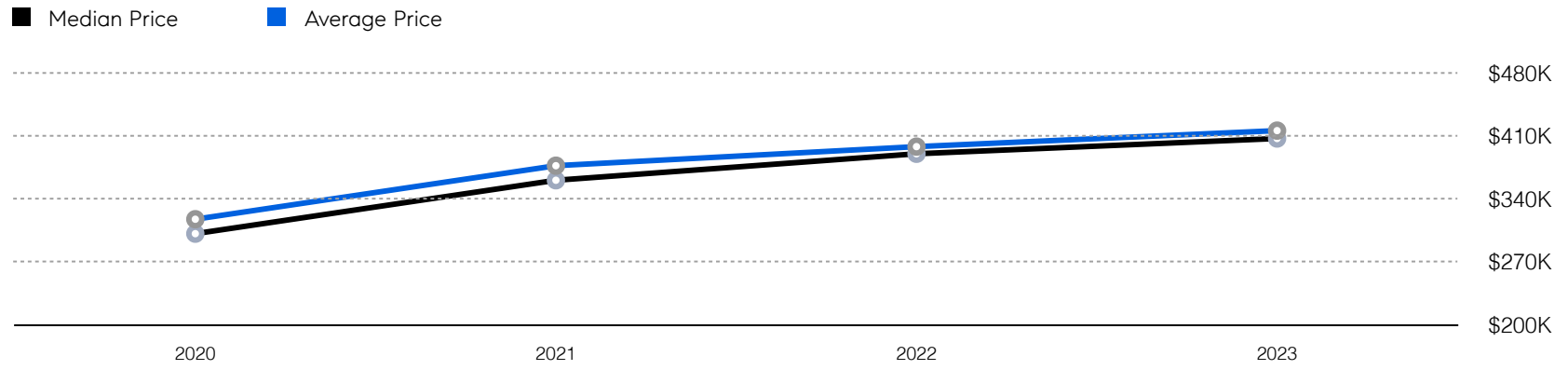


# Plainfield

## Historic Sales



## Historic Sales Prices

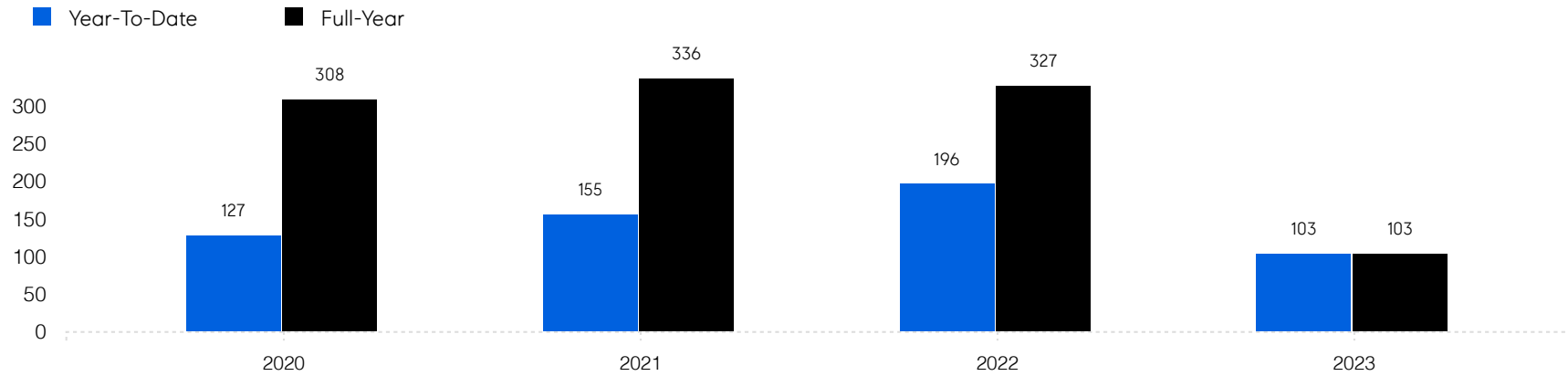


# Rahway

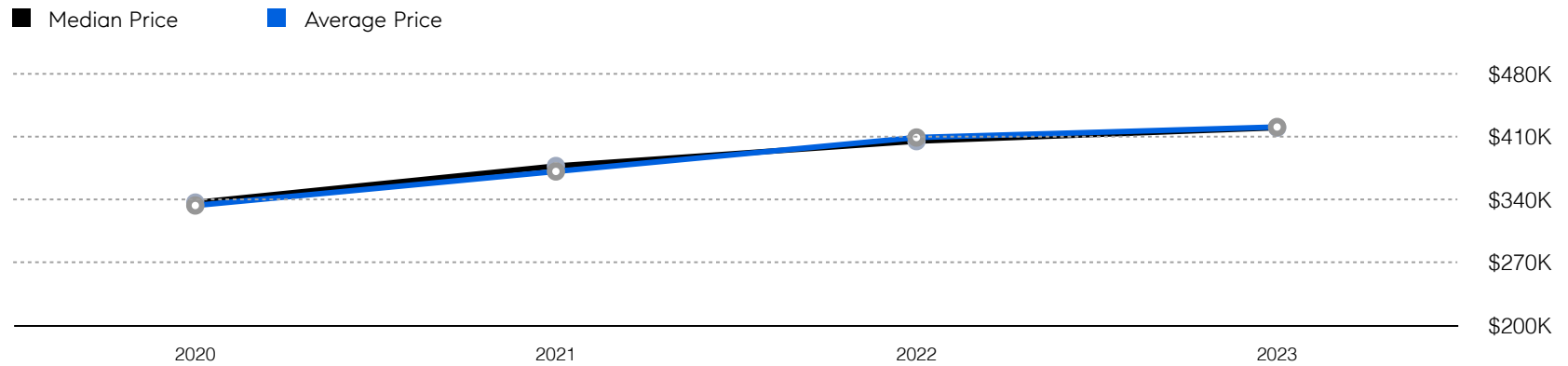
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	171	94	-45.0%
	SALES VOLUME	\$69,624,200	\$40,331,409	-42.1%
	MEDIAN PRICE	\$405,000	\$424,950	4.9%
	AVERAGE PRICE	\$407,159	\$429,058	5.4%
	AVERAGE DOM	37	35	-5.4%
	# OF CONTRACTS	157	107	-31.8%
	# NEW LISTINGS	191	117	-38.7%
Condo/Co-op/Townhouse	# OF SALES	25	9	-64.0%
	SALES VOLUME	\$8,463,500	\$3,005,000	-64.5%
	MEDIAN PRICE	\$370,000	\$330,000	-10.8%
	AVERAGE PRICE	\$338,540	\$333,889	-1.4%
	AVERAGE DOM	35	23	-34.3%
	# OF CONTRACTS	32	17	-46.9%
	# NEW LISTINGS	51	26	-49.0%

# Rahway

## Historic Sales



## Historic Sales Prices

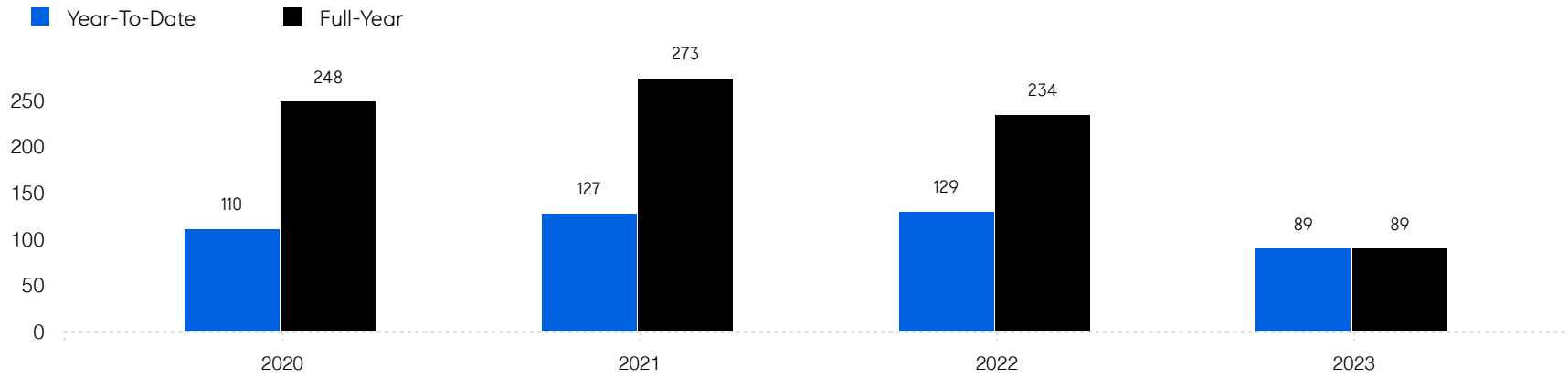


# Roselle

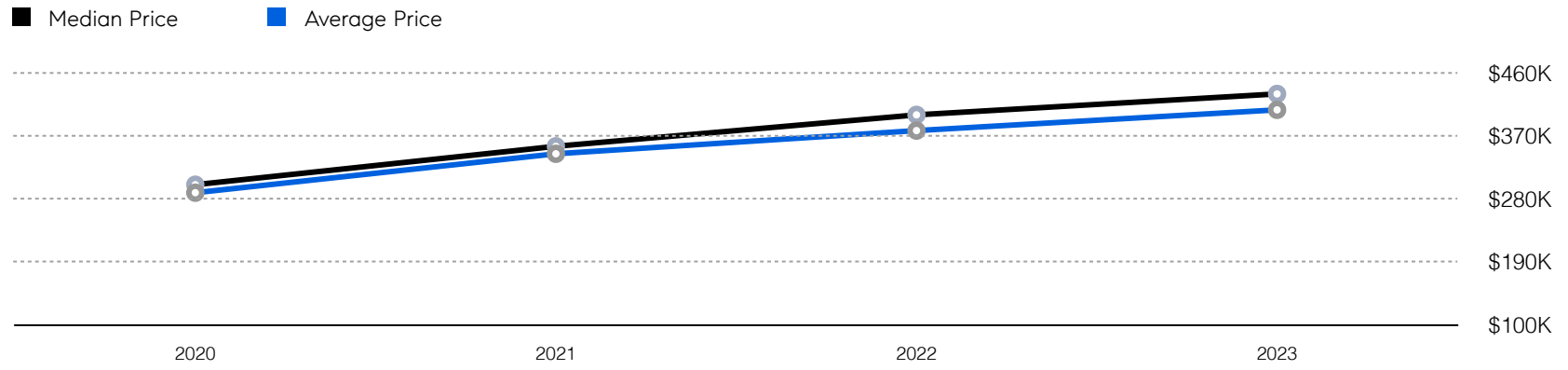
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	108	77	-28.7%
	SALES VOLUME	\$43,151,561	\$33,606,899	-22.1%
	MEDIAN PRICE	\$405,500	\$441,500	8.9%
	AVERAGE PRICE	\$399,551	\$436,453	9.2%
	AVERAGE DOM	39	38	-2.6%
	# OF CONTRACTS	102	85	-16.7%
	# NEW LISTINGS	135	107	-20.7%
Condo/Co-op/Townhouse	# OF SALES	21	12	-42.9%
	SALES VOLUME	\$3,969,400	\$2,632,900	-33.7%
	MEDIAN PRICE	\$165,000	\$177,450	7.5%
	AVERAGE PRICE	\$189,019	\$219,408	16.1%
	AVERAGE DOM	36	19	-47.2%
	# OF CONTRACTS	16	14	-12.5%
	# NEW LISTINGS	20	15	-25.0%

# Roselle

## Historic Sales



## Historic Sales Prices

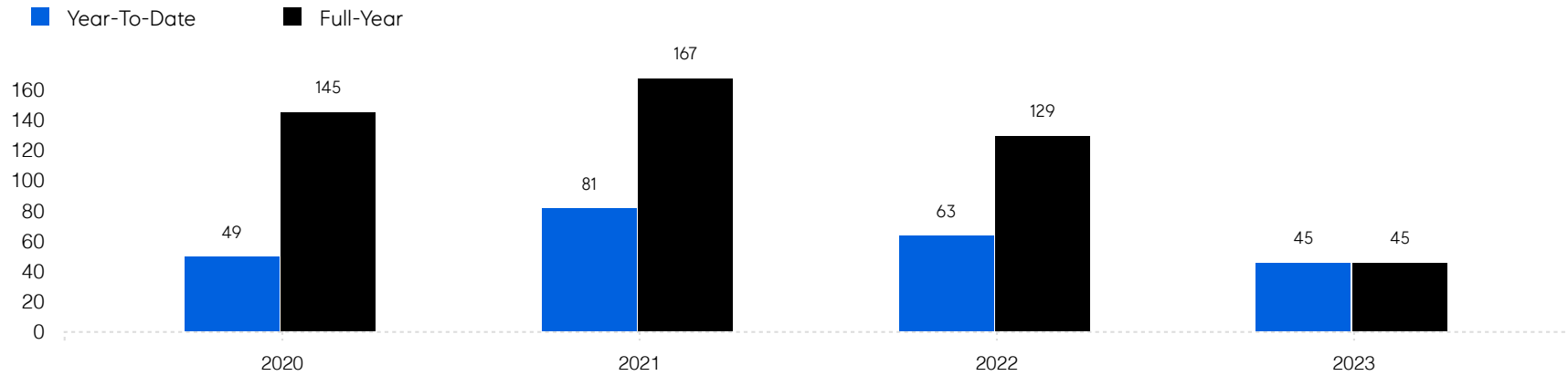


# Roselle Park

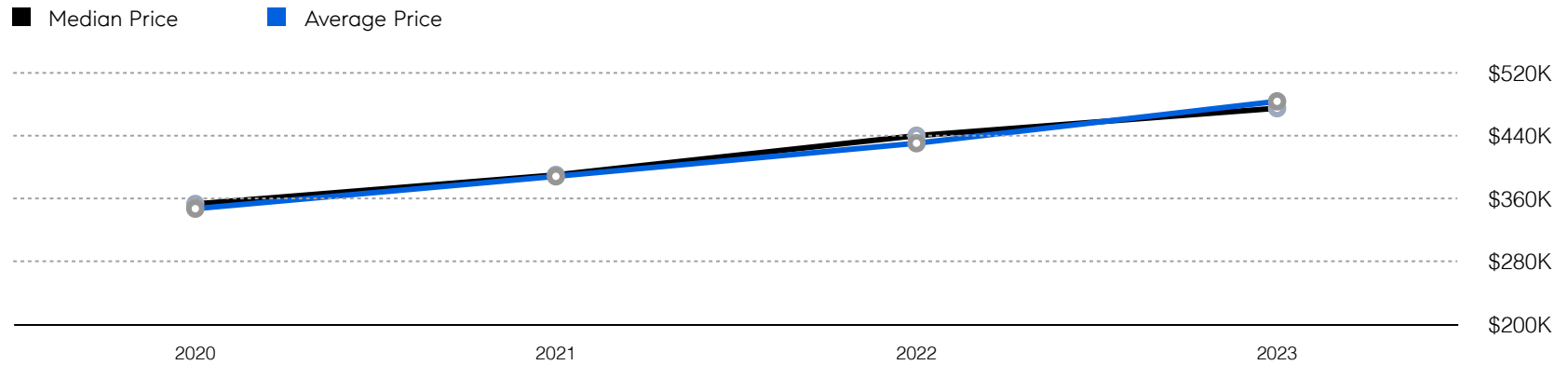
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	58	44	-24.1%
	SALES VOLUME	\$25,552,900	\$21,574,596	-15.6%
	MEDIAN PRICE	\$430,000	\$475,000	10.5%
	AVERAGE PRICE	\$440,567	\$490,332	11.3%
	AVERAGE DOM	27	42	55.6%
	# OF CONTRACTS	56	54	-3.6%
	# NEW LISTINGS	83	60	-27.7%
Condo/Co-op/Townhouse	# OF SALES	5	1	-80.0%
	SALES VOLUME	\$1,095,000	\$195,000	-82.2%
	MEDIAN PRICE	\$230,000	\$195,000	-15.2%
	AVERAGE PRICE	\$219,000	\$195,000	-11.0%
	AVERAGE DOM	51	15	-70.6%
	# OF CONTRACTS	5	3	-40.0%
	# NEW LISTINGS	6	3	-50.0%

# Roselle Park

## Historic Sales



## Historic Sales Prices



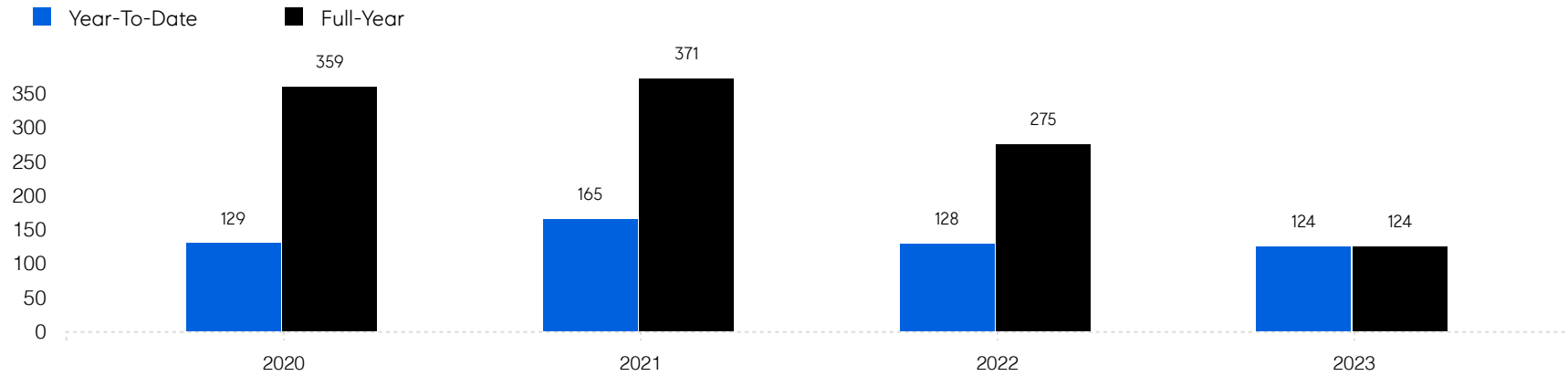
# Scotch Plains

		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	115	112	-2.6%
	SALES VOLUME	\$86,663,162	\$100,600,499	16.1%
	MEDIAN PRICE	\$685,000	\$755,000	10.2%
	AVERAGE PRICE	\$753,593	\$898,219	19.2%
	AVERAGE DOM	26	37	42.3%
	# OF CONTRACTS	139	129	-7.2%
	# NEW LISTINGS	190	152	-20.0%
Condo/Co-op/Townhouse	# OF SALES	13	12	-7.7%
	SALES VOLUME	\$4,913,750	\$6,312,500	28.5%
	MEDIAN PRICE	\$398,000	\$465,000	16.8%
	AVERAGE PRICE	\$377,981	\$526,042	39.2%
	AVERAGE DOM	23	19	-17.4%
	# OF CONTRACTS	17	18	5.9%
	# NEW LISTINGS	23	19	-17.4%

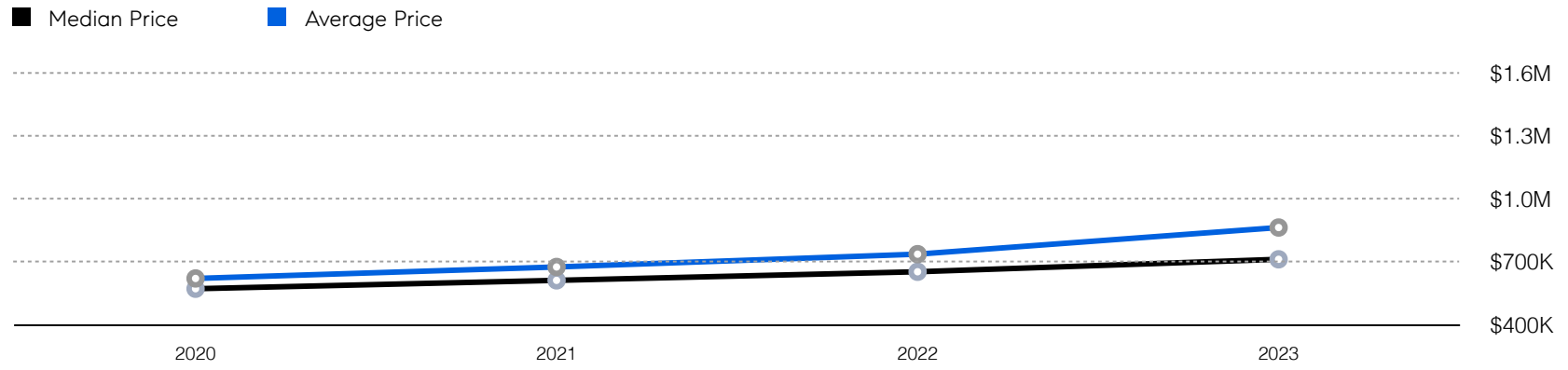


# Scotch Plains

## Historic Sales



## Historic Sales Prices

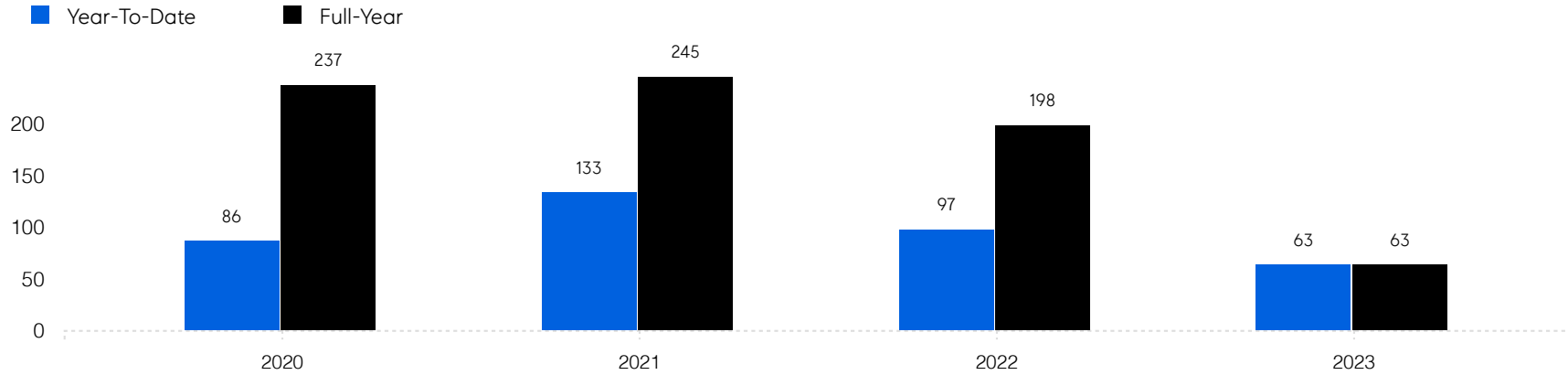


# Springfield

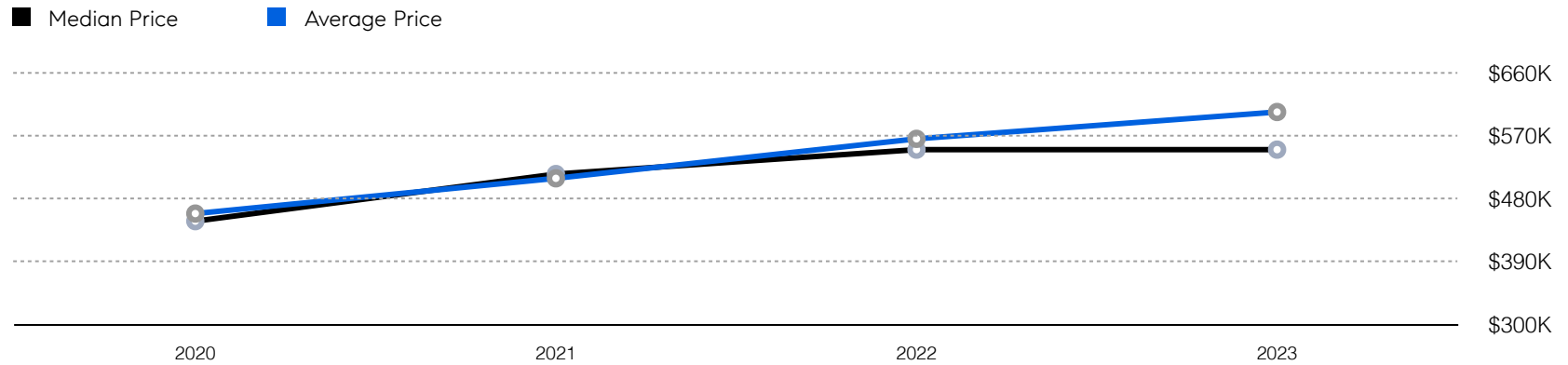
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	73	56	-23.3%
	SALES VOLUME	\$45,701,986	\$35,347,158	-22.7%
	MEDIAN PRICE	\$575,500	\$594,000	3.2%
	AVERAGE PRICE	\$626,055	\$631,199	0.8%
	AVERAGE DOM	22	27	22.7%
	# OF CONTRACTS	80	51	-36.2%
	# NEW LISTINGS	122	67	-45.1%
Condo/Co-op/Townhouse	# OF SALES	24	7	-70.8%
	SALES VOLUME	\$6,559,700	\$2,702,000	-58.8%
	MEDIAN PRICE	\$252,500	\$440,000	74.3%
	AVERAGE PRICE	\$273,321	\$386,000	41.2%
	AVERAGE DOM	29	10	-65.5%
	# OF CONTRACTS	24	12	-50.0%
	# NEW LISTINGS	25	17	-32.0%

# Springfield

## Historic Sales



## Historic Sales Prices

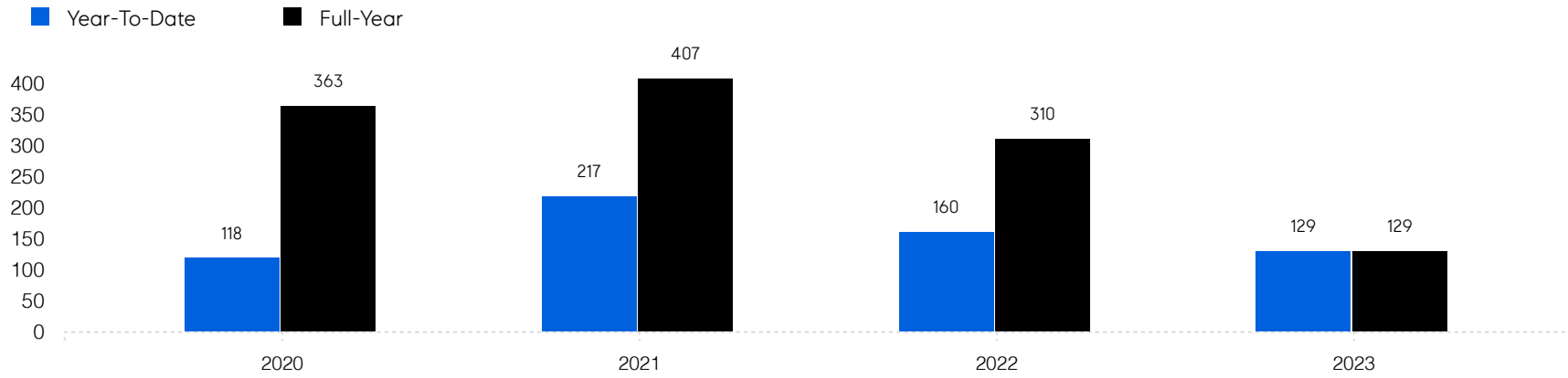


# Summit

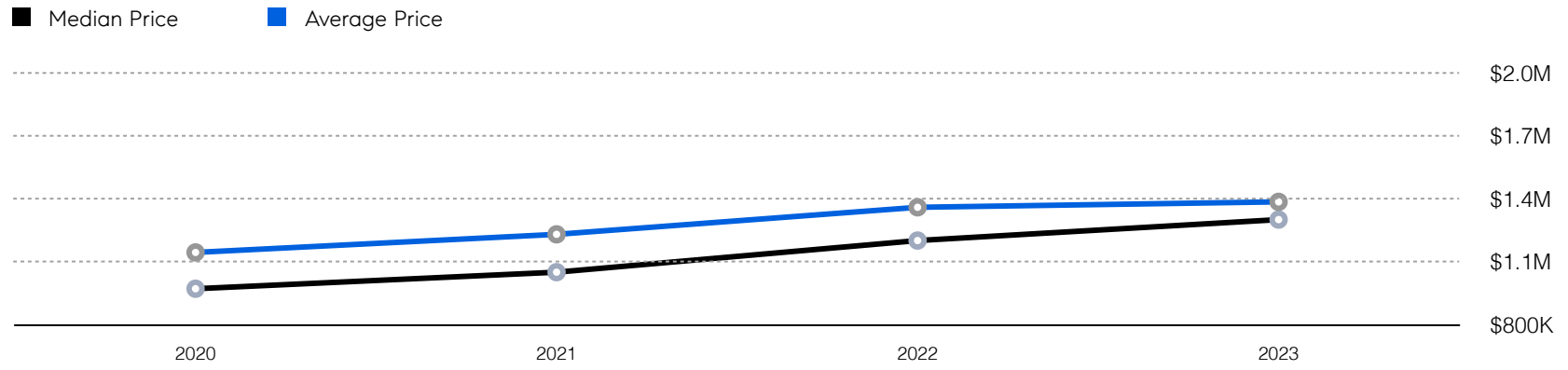
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	132	105	-20.5%
	SALES VOLUME	\$207,026,989	\$159,604,388	-22.9%
	MEDIAN PRICE	\$1,400,000	\$1,480,000	5.7%
	AVERAGE PRICE	\$1,568,386	\$1,520,042	-3.1%
	AVERAGE DOM	17	23	35.3%
	# OF CONTRACTS	163	137	-16.0%
	# NEW LISTINGS	209	164	-21.5%
Condo/Co-op/Townhouse	# OF SALES	28	24	-14.3%
	SALES VOLUME	\$16,455,998	\$19,020,175	15.6%
	MEDIAN PRICE	\$452,500	\$716,500	58.3%
	AVERAGE PRICE	\$587,714	\$792,507	34.8%
	AVERAGE DOM	39	50	28.2%
	# OF CONTRACTS	32	21	-34.4%
	# NEW LISTINGS	40	23	-42.5%

# Summit

## Historic Sales



## Historic Sales Prices

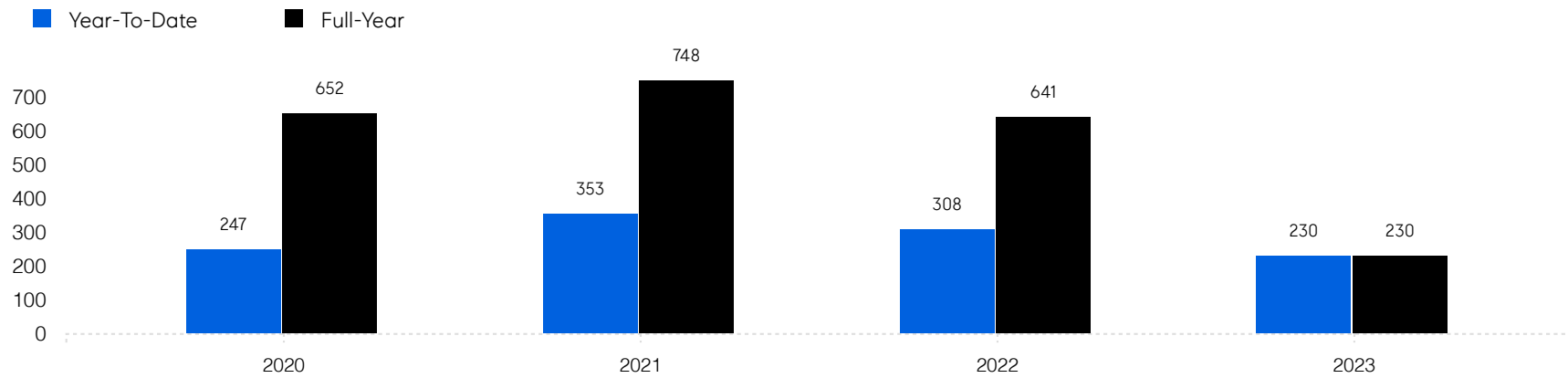


# Union

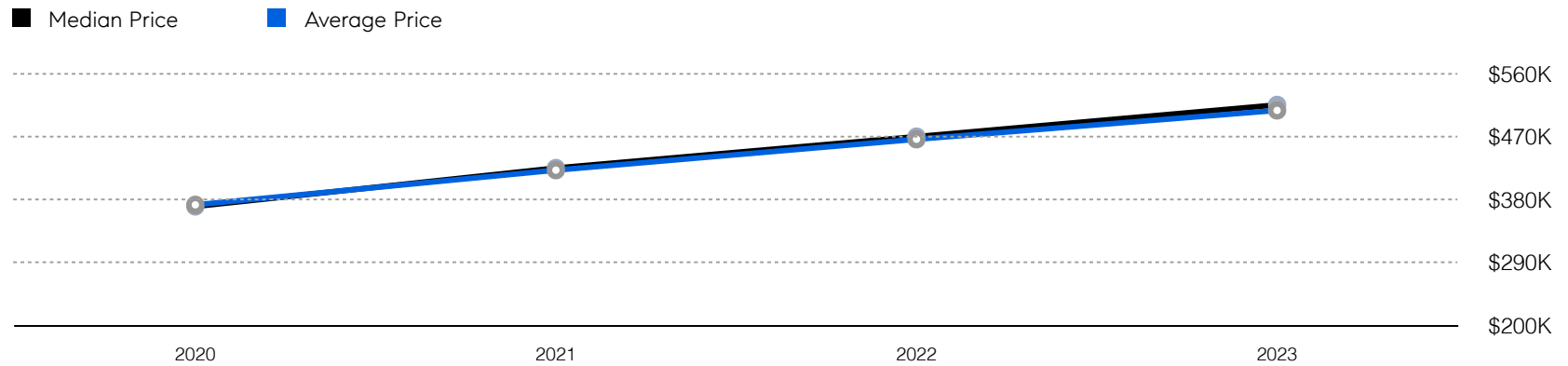
		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	275	204	-25.8%
	SALES VOLUME	\$133,828,609	\$105,098,679	-21.5%
	MEDIAN PRICE	\$480,000	\$520,000	8.3%
	AVERAGE PRICE	\$486,649	\$515,190	5.9%
	AVERAGE DOM	33	40	21.2%
	# OF CONTRACTS	287	229	-20.2%
	# NEW LISTINGS	368	260	-29.3%
Condo/Co-op/Townhouse	# OF SALES	33	26	-21.2%
	SALES VOLUME	\$9,123,900	\$11,655,229	27.7%
	MEDIAN PRICE	\$279,900	\$432,500	54.5%
	AVERAGE PRICE	\$276,482	\$448,278	62.1%
	AVERAGE DOM	29	17	-41.4%
	# OF CONTRACTS	38	36	-5.3%
	# NEW LISTINGS	49	39	-20.4%

# Union

## Historic Sales



## Historic Sales Prices



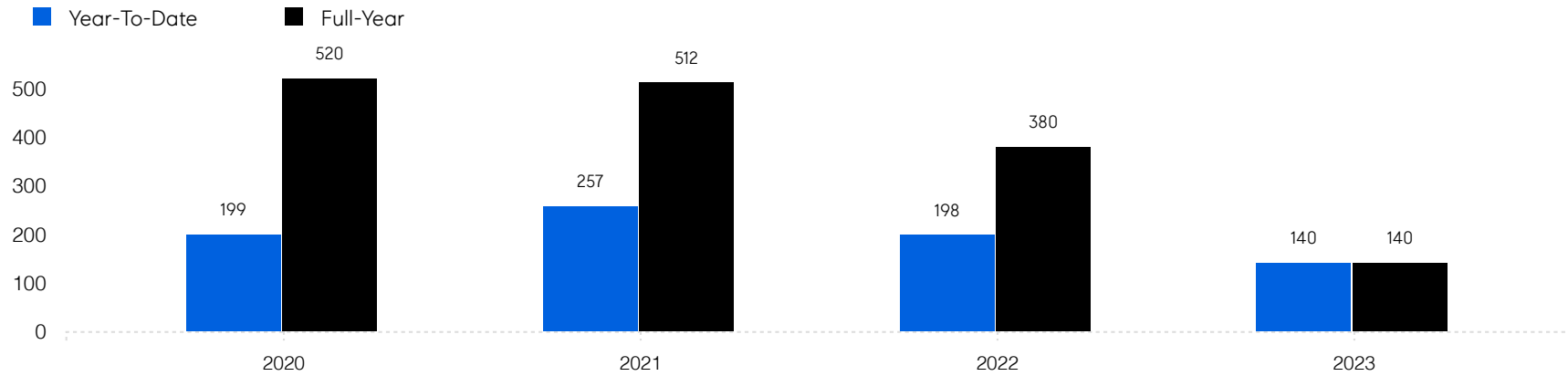
# Westfield

		YTD 2022	YTD 2023	% Change
Single-Family	# OF SALES	186	134	-28.0%
	SALES VOLUME	\$200,522,578	\$163,380,118	-18.5%
	MEDIAN PRICE	\$950,000	\$1,070,000	12.6%
	AVERAGE PRICE	\$1,078,078	\$1,219,255	13.1%
	AVERAGE DOM	24	24	0.0%
	# OF CONTRACTS	208	167	-19.7%
	# NEW LISTINGS	267	198	-25.8%
Condo/Co-op/Townhouse	# OF SALES	12	6	-50.0%
	SALES VOLUME	\$4,558,725	\$2,445,000	-46.4%
	MEDIAN PRICE	\$358,913	\$420,000	17.0%
	AVERAGE PRICE	\$379,894	\$407,500	7.3%
	AVERAGE DOM	38	15	-60.5%
	# OF CONTRACTS	11	10	-9.1%
	# NEW LISTINGS	14	16	14.3%

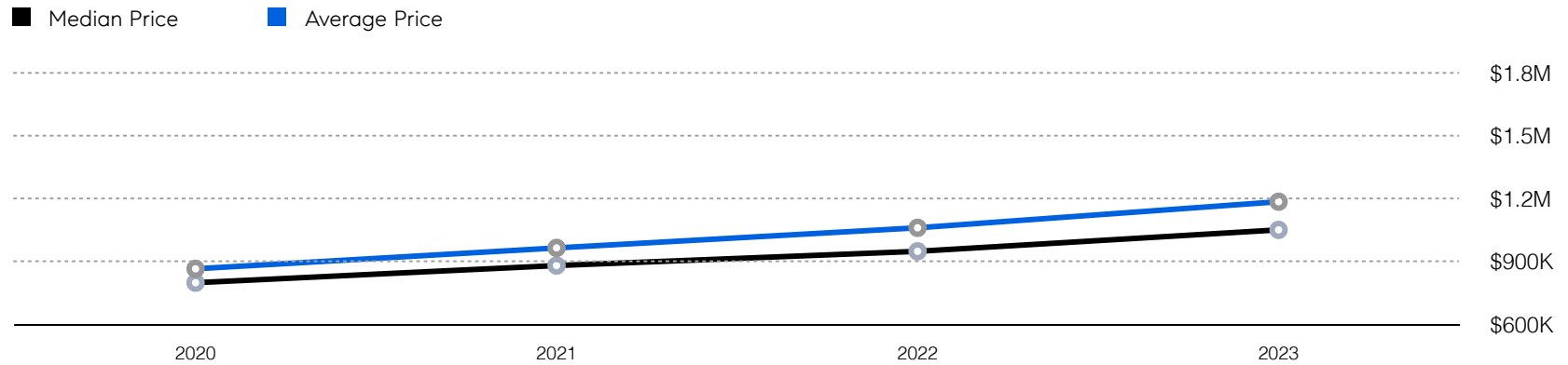


# Westfield

## Historic Sales



## Historic Sales Prices



# COMPASS

Source: Garden State MLS, 01/01/2021 to 06/30/2023  
Source: NJMLS, 01/01/2021 to 06/30/2023  
Source: Hudson MLS, 01/01/2021 to 06/30/2023

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